



ARIZONA DIAMONDBACKS

BALLPARK & POTENTIAL MIXED-USE DEVELOPMENT
EXPRESSION OF INTEREST

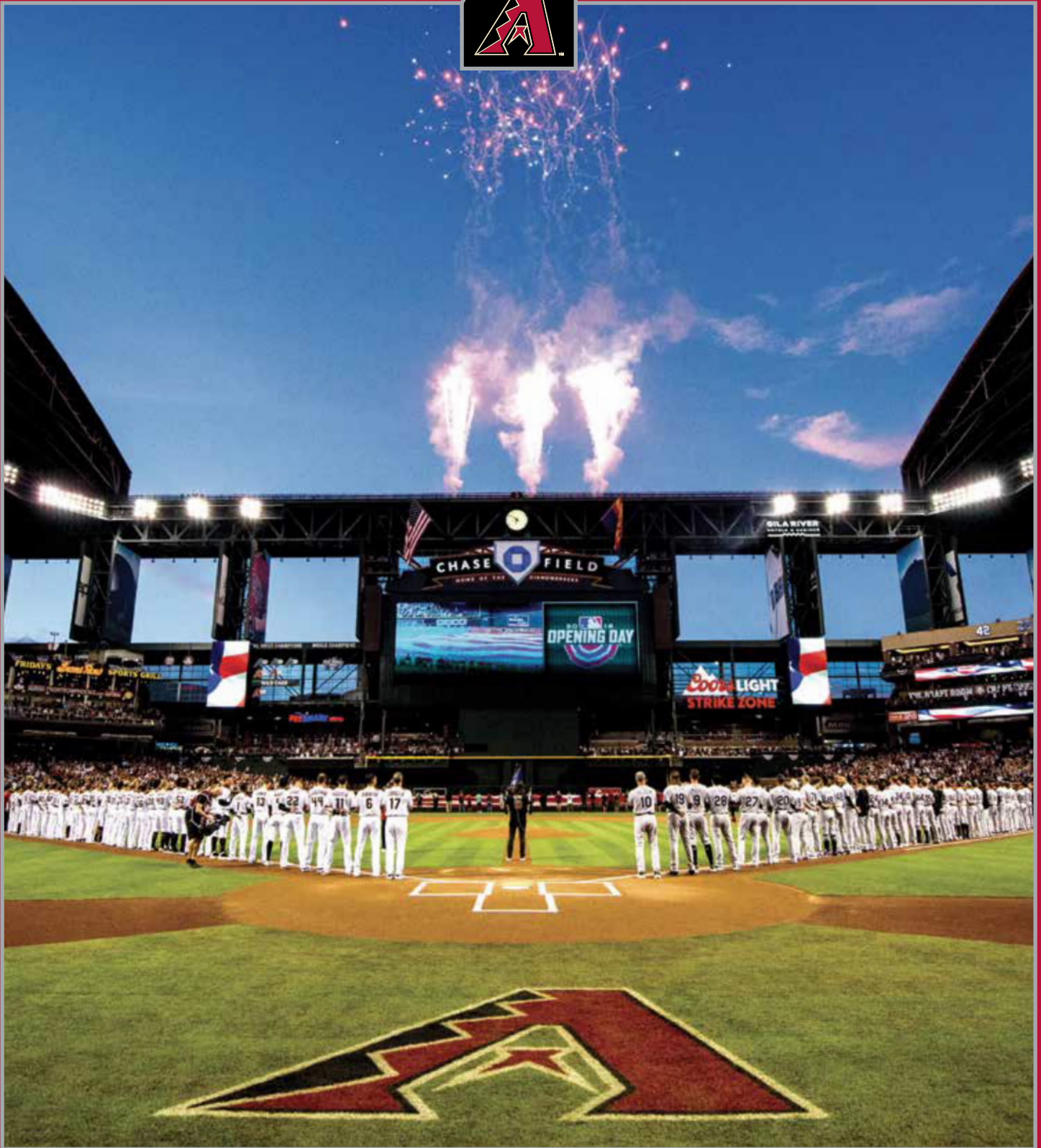




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ARIZONA DIAMONDBACKS **OVERVIEW**



ARIZONA DIAMONDBACKS OVERVIEW



THE ARIZONA DIAMONDBACKS

Baseball has enjoyed a long and distinguished history in the Valley of the Sun. Since 1947, Major League Clubs have been regular spring visitors to Phoenix and its surrounding communities. With the Spring Training headquarters of 15 Clubs located across the greater Phoenix area, baseball fans from all over the country have come to the Valley for decades to enjoy our abundance of world-class hotels and resorts, fine dining, exhilarating adventure, trendy shopping, modern nightlife and rich culture.

The enthusiasm for baseball in the Valley reached a new level in March of 1995 when Arizona was awarded a Major League Baseball franchise of its own. After decades of rooting for their favorite Spring Training team, Valley residents now had their own team to cheer for with the advent of the Arizona Diamondbacks and the 1998 Inaugural Season of Major League Baseball.

Since Opening Day of 1998, nearly 50 million people have enjoyed D-backs baseball at Chase Field, while hundreds of millions more have followed on TV, radio broadcasts and digital platforms. These loyal fans have been treated to several historic firsts most notably the fastest team to 100 wins (1999), and the fastest to win a World Series (2001).

All told, D-backs fans have witnessed an elite level of Major League Baseball which includes six postseason appearances, five NL West championships and the 2001 World Series Championship. In fact, the D-backs have appeared in the postseason 30% of the time, second-highest percentage in Major League Baseball history (second only to the New York Yankees).



SINCE OPENING DAY OF 1998, NEARLY 50 MILLION PEOPLE HAVE ENJOYED D-BACKS BASEBALL AT CHASE FIELD, WHILE HUNDREDS OF MILLIONS MORE HAVE FOLLOWED ON TV, RADIO BROADCASTS AND DIGITAL PLATFORMS.





ARIZONA DIAMONDBACKS OVERVIEW

MISSION STATEMENT

The mission of the Arizona Diamondbacks is to provide industry-leading entertainment in a clean, safe, and family-friendly environment, and to make a positive impact on its fans and civic partners by focusing on team performance, fan experience, financial efficiency, workplace culture, and community contribution. In doing so, the organization will consistently compete for championships, treat its customers to quality service and entertainment, invest in its product, employees and fans, and establish and maintain a position of positive leadership in the community.

CIRCLE OF SUCCESS



THE ARIZONA DIAMONDBACKS ORGANIZATION OPERATES UNDER CORE VALUES ESTABLISHED BY THE LEADERSHIP TEAM THAT PROVIDE A TRUE FRAMEWORK FOR DECISION-MAKING

PEOPLE

We hire best-in-class talent, value diversity and invest in the development of our workforce. We demonstrate strong work ethic while at the same time encouraging personal balance in a family atmosphere. We communicate openly and honestly; operating as one team across departments. We recognize and reward our employees for excellence in the workplace.

RELATIONSHIPS

We cultivate, maintain and enhance relationships with our employees, our on-field staff and players, our media, our owners, our fans, our corporate partners, and leaders from our industry and community. We do this by providing unparalleled levels of communication, service and personal attention. We always welcome and thank our fans for their support and demonstrate a sincere level of friendliness and accommodation.

INTEGRITY

We are an organization that accepts individual and collective responsibility, demonstrates accountability, fulfills commitments, and shows respect for individuals. We are objective in our decision-making and constantly look to gain trust from our colleagues, fans and industry leaders.

LEARNING

We are an organization that proactively seeks to learn, shares best practices, and respects and considers outside points of view. We value creativity and taking calculated risk, and strive for continuous improvement and leading industry innovation.

RESULTS

We expect positive results from our organization both on and off the field driven by accountability, prioritization and ingenuity. We apply discipline and strategy to the decision-making process, and establish goals and objective measurements of performance.





ARIZONA DIAMONDBACKS OVERVIEW



OWNERSHIP

The ownership group of the Arizona Diamondbacks is among the most successful, stable and longest-tenured ownership groups in Major League Baseball. The AZPB Limited Partnership is led by three general partners, two of whom were charter members of the ownership group that brought baseball to the Valley of the Sun.



(EG) KEN KENDRICK
MANAGING GENERAL PARTNER



JEFF RORER
GENERAL PARTNER



MIKE CHIPMAN
GENERAL PARTNER

**ONLY NINE OWNERSHIP GROUPS HAVE BEEN IN PLACE LONGER THAN AZPB LIMITED PARTNERSHIP.
TWENTY OWNERSHIP GROUPS HAVE CHANGED SINCE 1995, MOST NOTABLY INCLUDING:**

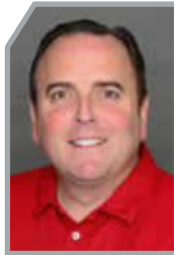




ARIZONA DIAMONDBACKS OVERVIEW

PROJECT LEADERSHIP TEAM

Considered by many to be among the leaders of the game, D-backs President & CEO Derrick Hall has turned the organization into a model franchise within the sports industry and throughout the business world during his 13 years at the helm of the club. Hall is the fourth-longest tenured CEO in Major League Baseball and leads a talented leadership team of veteran executives.



DERRICK M. HALL
PRESIDENT & CHIEF
EXECUTIVE OFFICER
26TH SEASON



TOM HARRIS
EXECUTIVE VICE PRESIDENT
& CHIEF FINANCIAL OFFICER
24TH SEASON



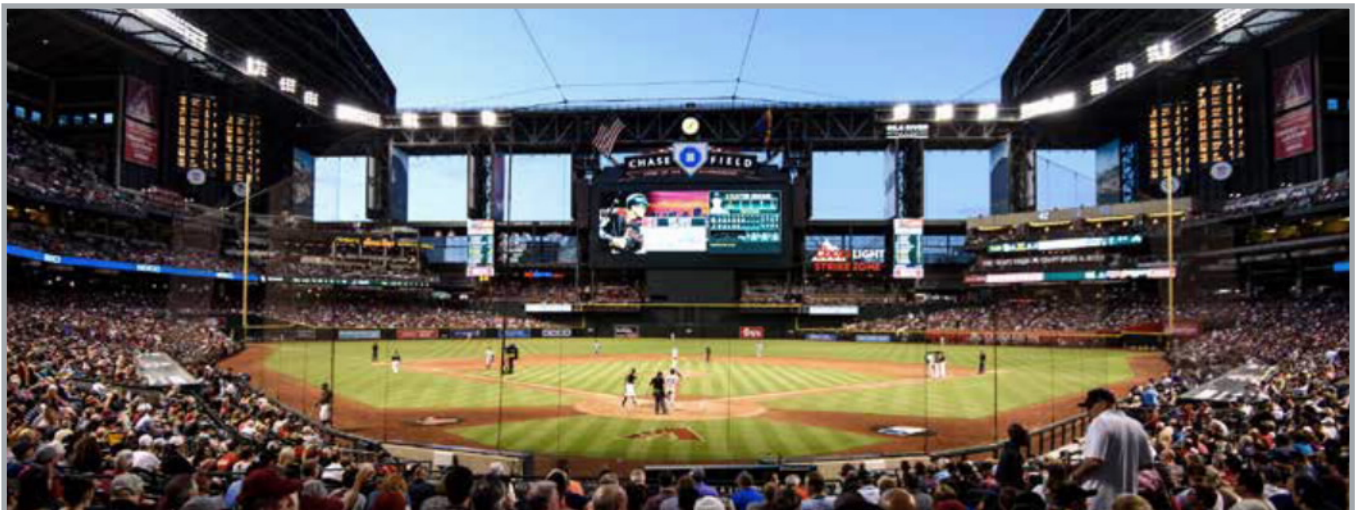
CULLEN MAXEY
EXECUTIVE VICE PRESIDENT,
BUSINESS OPERATIONS &
CHIEF REVENUE OFFICER
12TH SEASON



NONALEE
SENIOR VICE PRESIDENT
& CHIEF LEGAL OFFICER
19TH SEASON



GRAHAM ROSSINI
VICE PRESIDENT,
SPECIAL PROJECTS &
FAN EXPERIENCE
11TH SEASON





ARIZONA DIAMONDBACKS OVERVIEW

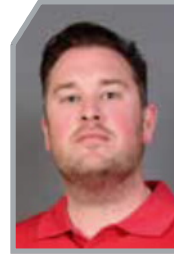
ARIZONA DIAMONDBACKS LEADERSHIP TEAM



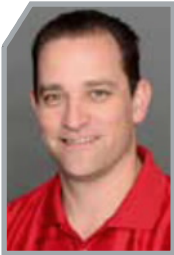
MIKE HAZEN
EXECUTIVE VICE PRESIDENT
& GENERAL MANAGER
18TH SEASON



JOHN FISHER
SENIOR VICE PRESIDENT,
TICKET SALES & MARKETING
11TH SEASON



JARED PORTER
SENIOR VICE PRESIDENT
& ASSISTANT GENERAL
MANAGER
15TH SEASON



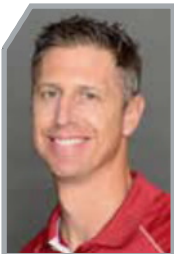
JOSH RAWITCH
SENIOR VICE PRESIDENT,
CONTENT & COMMUNICATIONS
24TH SEASON



AMEL SANDAYE
SENIOR VICE PRESIDENT
& ASSISTANT GENERAL
MANAGER
17TH SEASON



RUSS AMARAL
VICE PRESIDENT,
FACILITIES OPERATIONS &
EVENT SERVICES
21ST SEASON



MIKE BELL
VICE PRESIDENT,
PLAYER DEVELOPMENT
12TH SEASON



CRAIG BRADLEY
VICE PRESIDENT,
FINANCE
21ST SEASON



DEBBIE CASTALDO
VICE PRESIDENT,
CORPORATE & COMMUNITY
IMPACT
10TH SEASON



KENNY FARRELL
VICE PRESIDENT,
MARKETING &
BUSINESS ANALYTICS
21ST SEASON



SCOTT GEYER
VICE PRESIDENT,
BROADCASTING
24TH SEASON



JUNIOR NOBOA
VICE PRESIDENT,
LATIN OPERATIONS
24TH SEASON



JUDD NORRIS
VICE PRESIDENT,
CORPORATE PARTNERSHIPS
5TH SEASON



JOE WALSH
VICE PRESIDENT,
HUMAN RESOURCES
5TH SEASON



BOB ZWIG
VICE PRESIDENT &
CHIEF INFORMATION OFFICER
11TH SEASON



**THE D-BACKS LEADERSHIP TEAM HAS 331 COMBINED YEARS OF
MAJOR LEAGUE BASEBALL EXPERIENCE**





ARIZONA DIAMONDBACKS OVERVIEW

ORGANIZATIONAL ACCOLADES & HIGHLIGHTS

2017

Corporation of the Year by the Arizona Hispanic Chamber of Commerce
American Association for Access, Equity & Diversity - Champion of Diversity Award
BestCompaniesAZ - Top 100 Companies

2014-2017

Arizona Hispanic Chamber of Commerce - Million Dollar Order of Excellence

2007-2017

Phoenix Business Journal Best Places to Work

2016

Dominican Republic Sports & Education Academy - Making a Difference in the Dominican Republic
Jackie Robinson - Most Valuable Diverse Business Partner
Baseball Assistance Team - Bobby Murcer Award

2015

ONE Community - Spotlight on Success Award
Stadium Journey Magazine - Top Stadium Experiences of the Year
Budweiser - MLB Partner of the Year
Forbes - Best Organizations to Work for in Sports

2013-2015

ESPN The Magazine Ultimate Standings rankings
2015 (9th overall, 2nd in MLB)
2014 (30th overall; 3rd in Bang-for-Buck in Major League Baseball)
2013 (6th overall, **1st in MLB**) & 2012 (2nd in MLB)

2014

Make-A-Wish Foundation - Chris Geicius Award
AZCentral's Best Reader's Choice - Best Fan Experience
Phoenix Indian Center - Leon Grant Spirit of the Community Award
Arizona Foothills Magazine Best of Our Valley - Best Sports Venue

9 CONSECUTIVE YEARS

Team Marketing Report's lowest Fan Cost Index in MLB for 9 consecutive years

2013

City of Phoenix Equal Opportunity Department - Excellence Award
Donate Life Arizona - Outstanding Workplace Partner
Arizona's Corporate Excellence (ACE) - Community Impact Award
Greater Phoenix Chamber of Commerce IMPACT Award - Community Champion

2012

Yahoo! - Best Workplace in Sports
Arizona Business Leadership Award
Baseball Assistance Team - Bobby Murcer Award

2011, '13-17

AzBusiness Arizona's Most Admired Companies

2010

United Nations NGO Positive Peace Award

2001

New Times Best of Phoenix - Sports Franchise

1999, 2000, '03

New Times Best of Phoenix - Professional Sports Team

1999, 2011

DREAMR Outstanding Organization of the Year

1998

Downtown Phoenix Partnership DREAMR - Outstanding Project of the Year



THE UNIQUE CORPORATE CULTURE OF THE D-BACKS LED YAHOO! AND FORBES TO DEEM THE CLUB AMONG THE "BEST PLACES TO WORK IN SPORTS."





ARIZONA DIAMONDBACKS OVERVIEW

BEST PLACES TO WORK IN PHOENIX

11x

11-time recipient since 2007 by Phoenix Business Journal and BestCompaniesAZ

2017

BestCompaniesAZ – Top 100 Companies

2016

BestCompaniesAZ Most Admired Companies

2015

AzBusiness Arizona's "Most Admired Company"
No. 1 recipient by Ranking Arizona (small business category)

2015-2016

Ranking Arizona's "Best Places to Work" (Top 3 – small category)

2011, '13-16

AzBusiness Arizona's Most Admired Companies

2011

Recipient of BestCompaniesAZ's Most Admired Companies honors
and Covenant Award for Leadership

2008

"Best Places to Work" recipient by PHOENIX Magazine



THE ORGANIZATION'S INVESTMENT IN ITS EMPLOYEES RESULTED IN THE D-BACKS BECOMING THE FIRST SPORTS ORGANIZATION TO BE NAMED AMONG THE "BEST PLACES TO WORK" BY THE PHOENIX BUSINESS JOURNAL FOR 11 CONSECUTIVE YEARS, FROM 2007-17.





ARIZONA DIAMONDBACKS OVERVIEW

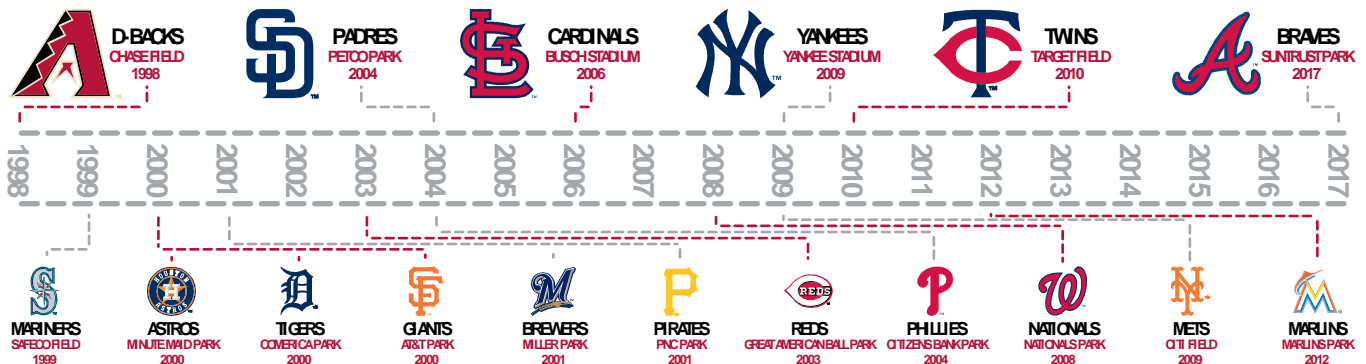
MAJOR LEAGUE BASEBALL

The Arizona Diamondbacks are a proud franchise of Major League Baseball, the oldest of the four major professional sports leagues in the United States and Canada. While many local fans support the 30 teams across their respective markets, Major League Baseball as a whole reaches millions of people every day through a multitude of platforms and touchpoints



MLB VENUE SUMMARY

Chase Field is presently the 4th oldest stadium in the National League. Since the stadium opened in 1998, 16 new venues have opened across Major League Baseball, including Petco Park (Padres, 2004), Busch Stadium (Cardinals, 2006), Yankee Stadium (Yankees, 2009), Target Field (Twins, 2010) and SunTrust Park (Braves, 2017). A new Texas Rangers ballpark (Globe Life Field) is scheduled to open in 2020, and will follow the Braves model of combining the ballpark with an adjacent mixed-use development project.



THE FUTURE

We see a future for our organization that includes an intimate ballpark with seating for 36,000 – 42,000 fans combined with the potential of a vibrant mixed-use development that will allow the D-backs and our project partner to build a 365-day-a-year-destination and economic catalyst. To that end, we are interested in considering a variety of scenarios, including a discussion on a stand-alone ballpark project, a ballpark and mixed-use development, or a mixed-use development independent of a separate ballpark deal. With there being so much positive economic activity presently around the nation, we know there are several pathways to a successful project.





ARIZONA DIAMONDBACKS COMMUNITY IMPACT



ARIZONA DIAMONDBACKS COMMUNITY IMPACT

D-BACKS GIVE BACK - THE ARIZONA DIAMONDBACKS FOUNDATION

CELEBRATING OVER \$53 MILLION IN CHARITABLE GIVING

Community impact is our business.

While we have been proud of our organization's successes on the field since our inception in 1998, the D-backs and the Arizona Diamondbacks Foundation's true legacy is found throughout the community and across our home state to the tune of over \$53 million in total charitable giving – more than all other professional sports franchises in Arizona combined.

With support from Managing General Partner Ken Kendrick and President and CEO Derrick Hall, the Arizona Diamondbacks' charitable efforts have risen to prominence within Major League Baseball – ranking in the top three in both fundraising and contributions to the community.

That dedication to giving back comes in the form of countless player hospital visits; over 80 Ken Kendrick Grand Slam Awards, and more than 1,200 Program Grants to Arizona nonprofits; a \$10 million investment in 41 ballfield refurbishments through our "Diamonds Back" Youth Field Building Program; and our signature Evening on the Diamond fundraising event, which has generated over \$20 million en route to becoming one of the largest fundraising events in the Valley, according to the Phoenix Business Journal.

The impact also comes in the form of outfitting over 200,000 youth baseball and softball players and their coaches across 106 leagues in Arizona through the D-backs Give Back Jersey Program; and by hosting the first and largest Native American Inter-Tribal Youth Baseball and Softball Tournament.

We pledged more than \$1 million to "Pitch In to End Hunger" – an innovative partnership with St. Mary's Food Bank that will build food pantries in Title I schools in high-poverty neighborhoods across the state. We've also invested in our youth through the D-backs' Boys and Girls Club branch in Phoenix, as well as programs that provide bicycles, car seats, vaccinations, mentoring, dental care, and much more for our most vulnerable children.

We are proud to support active-duty military and veterans as a focal point for the D-backs and Arizona Diamondbacks Foundation. With numerous ticketing initiatives throughout the year, and the popular D-backs Celebrity Golf Classic taking place on Veterans Day weekend each year, the D-backs are dedicated to local projects and programs that benefit our heroes. Additionally, Luis Gonzalez's Hometown Heroes supports local

law enforcement and first responders with charitable donations and special events that build community morale.

The impact comes in the form of a \$500,000 Chase Your Dreams investment in revitalizing high school baseball and softball programs; raising awareness and funds to benefit Valley cancer charities through our annual D-backs Race Against Cancer; and our support of our Science of Baseball/STEM Showcase.

The impact also comes from over \$7 million in total 50/50 Raffle sales; our Michael Wogan Season-Ticket Scholarship Program; and supporting local education entities and students through the D-backs School Challenge, D-backs Science of Baseball, D-backs-Most Valuable Teachers – and D-backs STEM grants among many other initiatives – all ultimately targeting three overall main areas of need: homelessness, indigent healthcare and children's programs.

Made possible through the cooperation and donations of the D-backs, the D-backs Foundation board, and D-backs corporate partners, including Chase, University of Phoenix, APS, Safelite AutoGlass, Fry's Food Stores, Dignity Health, Sanderson Ford and FOX Sports Arizona, as well as the unwavering generosity of D-backs fans, the organization and the Arizona Diamondbacks Foundation are not only about community impact. We are also in the smile business, and we've been fortunate, grateful and proud to have dispensed \$53 million worth of them over the last 20 years and counting.



THE ARIZONA DIAMONDBACKS FOUNDATION HAS ECLIPSED \$53 MILLION IN TOTAL CHARITABLE GIVING— MORE THAN ALL OTHER PROFESSIONAL SPORTS FRANCHISES IN ARIZONA COMBINED.





ARIZONA DIAMONDBACKS COMMUNITY IMPACT

D-BACKS GIVE BACK - SIGNATURE PROGRAMS

Evening on the Diamond

BENEFITTING THE ARIZONA DIAMONDBACKS FOUNDATION

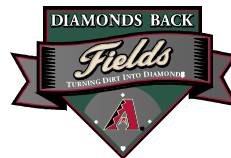
EVENING ON THE DIAMOND

- Ranked as one of the top fundraising events in the Valley, Evening on the Diamond hosts over 750 people in addition to D-backs players and coaches and nationally renowned guest entertainers.
- In 2018, raised a record \$2.8 million. **Since its inception in 2007, has raised over \$20.2 million.** →
- Each year the D-backs present the Lee T. Hanley Community Leadership Award, recognizing the efforts of an extraordinary leader in our community who is shaping the future for Arizona. In 2018, the Lee T. Hanley Community Leadership Recipient was Steve Zabilski. Past recipients include Don Brandt, Bill Post, Mike Kennedy, Jeff Trent, Karl Eller, Amy Gibbons, Lee Hanley, Senator Jon Kyl, Linda Hunt and Edward J. Robson.
- Chris Lane performed in 2018. Previous entertainers: Kenny Loggins (2007), George Benson (2008), Jay Leno (2010), The Beach Boys (2011), Natalie Cole (2012), Chicago (2013), Jake Owen (2014), Lee Brice (2015), Cole Swindell (2016) and Dustin Lynch (2017).



D-BACKS GIVE BACK JERSEY PROGRAM

- In 2014, we announced the creation of the D-backs Give Back Youth Jersey Program, which provided high-quality uniforms and caps to more than 20,000 youth baseball and softball players and their coaches throughout Arizona communities.
- Since 2014, the D-backs have outfitted more than 200,000 youth baseball and softball players in over 100 leagues across the state providing free uniforms and caps. The initiative allows these youth leagues to redirect funds to important initiatives such as field renovations, coaches training, lower league fees and new equipment and supplies.
- The Arizona Diamondbacks Foundation has donated more than \$2.8 million to this unique program since 2014.



“DIAMONDS BACK” YOUTH FIELD BUILDING PROGRAM

- Since 2000, the D-backs have built 41 baseball fields across Arizona.** ←
- With support from APS, local businesses and player donations, the program has provided amenities like lights, scoreboards, fencing backstops, irrigation, grass and dirt.





ARIZONA DIAMONDBACKS COMMUNITY IMPACT

D-BACKS GIVE BACK - SIGNATURE PROGRAMS



NATIVE AMERICAN INTER-TRIBAL TOURNAMENT

- Since 1999, the D-backs have hosted a weeklong baseball and softball tournament for Native American youth with games played throughout the Salt River Pima-Maricopa Indian Community reservation, as well as in Tempe.
- In 2018, the D-backs hosted more than 1,400 participants, including 78 teams traveling from 5 states and representing 36 tribes. For many of the participants, it was the first time leaving their tribal reservation.



SCHOOL CHALLENGE

- The D-backs School Challenge, presented by the University of Phoenix, was launched in 2012. The Foundation has awarded \$850,000 to more than 180 winning schools for public, private and charter schools.



KEN KENDRICK GRAND SLAM AWARDS & PROGRAM GRANTS

- The Grand Slam Awards program was established in 2002 to make larger impact with grants of up to \$100,000.
- Since 2002, 80 Grand Slam Awards totaling \$6.7 million have been awarded to Arizona non-profit organizations.
- In 2016, the D-backs renamed the awards to the Ken Kendrick Grand Slam Awards in honor of D-backs Managing General Partner Ken Kendrick, and surprised 12 finalists at Evening on the Diamond with \$1 million in donations, ranging from \$50,000-\$100,000.
- Program Grants are awarded to non-profit organizations statewide in amounts between \$1,000 and \$5,000.
- Since 1998, more than 1,264 Program Grants totaling \$5.5 million have been awarded.





ARIZONA DIAMONDBACKS COMMUNITY IMPACT

D-BACKS GIVE BACK - SIGNATURE PROGRAMS

D-BACKS LICENSE PLATE

- In 2007, the D-backs became the first professional sports team in Arizona to partner with Arizona's Department of Motor Vehicles to offer a branded license plate.
- The program has donated more than \$1.7 million to education programs in the local community.



50/50 RAFFLE

- Raised more than \$2.6 million in 2017 with approximately half going to the Arizona Diamondbacks Foundation and half going to a fan at D-backs home games during the season.
- On Aug. 30, 2017, set a 50/50 Raffle record with \$245,856 raised in one night to support Hurricane Harvey relief efforts.

CHASE YOUR DREAMS

- In 2015, the D-backs and Chase launched the "Chase Your Dreams" program, a \$300,000 commitment from Chase and the Arizona Diamondbacks Foundation to revitalize struggling high school baseball and softball programs in Arizona over the next three years.
- Since its inception, the D-backs have donated equipment to 41 schools.

FOX SPORTS ARIZONA BROADCAST FUNDRAISER

- Each year, FOX Sports Arizona dedicates an entire game broadcast to raising money for the Arizona Diamondbacks Foundation. Since its inception in 2001, FSA and the D-backs have raised more than \$2.1 million to benefit non-profit organizations across the state of Arizona.





ARIZONA DIAMONDBACKS COMMUNITY IMPACT

D-BACKS GIVE BACK - SIGNATURE PROGRAMS



D-BACKS SCIENCE OF BASEBALL/STEM SHOWCASE

- Launched in 2013, the program is supported by the Arizona Diamondbacks Foundation and presented by Chase and Insight, and consists of a series of programs and initiatives that promote the importance of STEM (Science, Technology, Engineering and Mathematics). →
- The program provides a mechanism for elementary and middle school students to improve their academic performance.
- The goal is to translate the American love of baseball into an appreciation, understanding, and passion for the science and mathematics underlying the sport.
- To date, more than 9,000 students, 400 teachers, and 250 schools have participated in the program.



CELEBRITY GOLF CLASSIC "A SALUTE TO VETERANS"

- Since 2011, the Golf Classic has raised over \$1.5 million benefiting a variety of causes that improve the lives of military veterans.



D-BACKS RACE AGAINST CANCER

- More than 3,800 runners and walkers participated in the fifth annual 5K race in downtown Phoenix in 2018, including cancer patients, survivors, families and D-backs personnel.
- The event raised more than \$228,000 with proceeds benefitting the Arizona Diamondbacks Foundation and are distributed to various cancer charities across the Valley, including D-backs President & CEO Derrick Hall's Pro-State Foundation. →





ARIZONA DIAMONDBACKS COMMUNITY IMPACT

D-BACKS GIVE BACK - SUSTAINABILITY INITIATIVES

The D-backs Give Back sustainability program is an organization-wide commitment to improving our environmental performance and to using baseball as the platform with which we can influence our players, fans, employees, corporate partners and community to positively affect environmental change.

Over the years, we have engaged in efforts to reduce our environmental footprint and become a catalyst for change through greening projects both large and small. Through these efforts, we have made considerable progress in improving sustainable operations, and will continue to strive towards lofty goals with future ballpark community partners as we encourage our fans to play greener alongside us.

2011 Salt River Fields at Talking Stick opens and receives **LEED Gold Certification** for New Construction, becoming the first LEED Gold-certified sports venue of its kind in the United States.

Partnered with APS to build a solar shade structure that covers 17,280 square feet above the ballpark plaza.

2012 Joined the Green Sports Alliance, a groundbreaking coalition of professional sports teams and sporting venues committed to promoting greening initiatives in sports.

2014 Hosted a **Zero Waste game** – the first of its kind in Arizona – at Salt River Fields at Talking Stick during Spring Training to increase fan awareness about recycling and composting opportunities.

2015 Completed updating all existing ballpark concourse lighting to high-efficiency LED bulbs.

2016 Replaced flush valves on 425 toilets and 260 urinals, **reducing water usage in these areas by 50%.**

2017 Replaced concourse restroom paper towel dispensers with eco-friendly hand dryers, revamped recycling infrastructure **resulting in 170% increase in recycling tonnage.** Debuted a compost collection program diverting 50 tons of organic material from waste stream. Added the first vertical garden in MLB to provide fresh produce to local non-profit groups.

2018 **Named Innovator of the Year at the annual Green Sports Alliance Summit, in recognition of our work to embrace renewable energy, healthy food, recycling, water efficiency, safer chemicals and other environmentally preferable practices.**



SALT RIVER FIELDS
LEED GOLD-CERTIFIED SPORTS VENUE

APS SOLAR PAVILION
CHASE FIELD



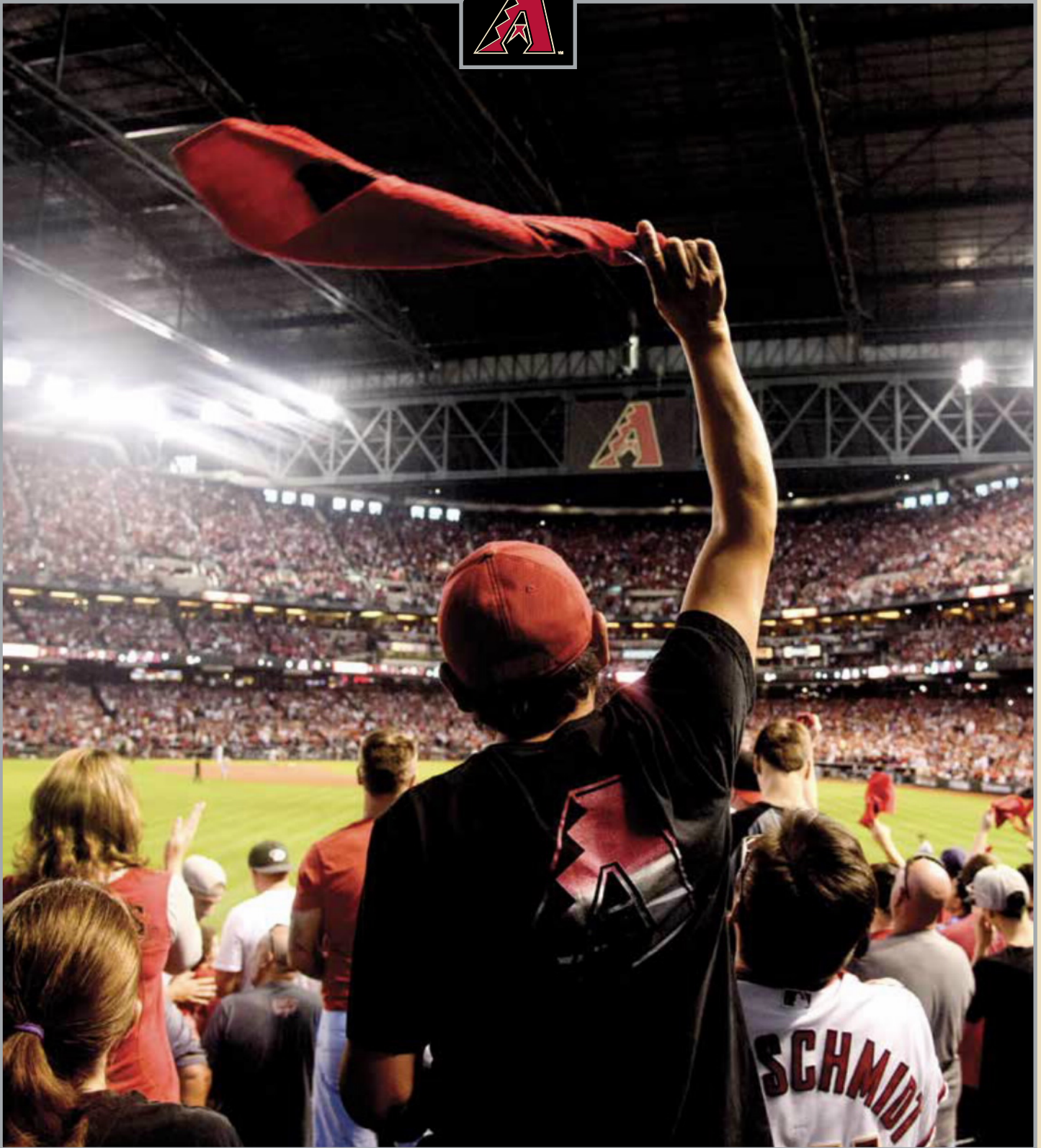
GREEN SPORTS ALLIANCE

GREEN SPORTS ALLIANCE
ARIZONA DIAMONDBACKS



D-BACKS GREENS
CHASE FIELD





ARIZONA DIAMONDBACKS
OUR FANS

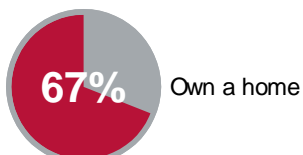
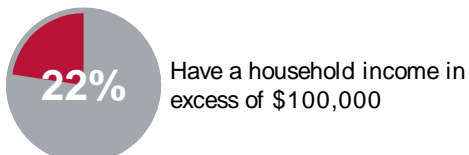
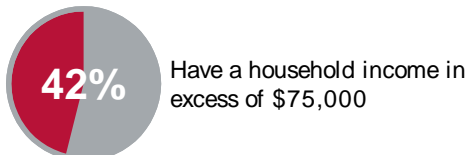
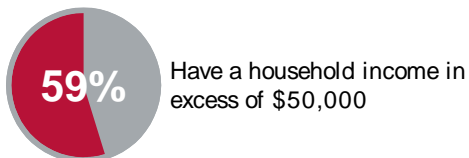


ARIZONA DIAMONDBACKS OUR FANS

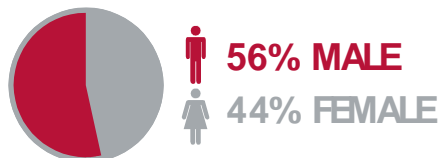


FAN BASE SCORE CARD

HOUSEHOLD INCOME



GENDER



FAMILY



AGE

41% ARE BETWEEN 25-49 YEARS OLD

59% ARE BETWEEN 21-54 YEARS OLD

30% ARE BETWEEN 18-34 YEARS OLD

FAN AFFINITY & SENTIMENT

Fans surveyed over the past three seasons consistently rate the D-backs high for innovation, community giving, and a commitment to winning.





ARIZONA DIAMONDBACKS OUR FANS



POWER OF THE BRAND



**MOST WATCHED
PRIMETIME TV PROGRAM**
EVERY SUMMER



**MOST ATTENDED
SPORTING EVENT**
AND 2ND HIGHEST OVERALL EVENT
AMONG HISPANIC PHOENIX ADULTS
(PHOENIX ZOO IS 1ST)



**1 OUT OF EVERY 2
PHOENIX ADULTS**
WATCH, ATTEND OR LISTEN
TO GAMES

The Phoenix Designated Market Area (DMA) is ranked 11th largest in the United States with 1.92 million TV homes.

FOX Sports Arizona (FSA) is the exclusive rights holder of D-backs Baseball, and has been a team partner since 1998. FSA became the exclusive home of game broadcasts in 2008 and **is currently seen in 2.5 million households** in Arizona and New Mexico, and can also be seen across the country via home satellite services. In addition to traditional TV broadcasts, D-backs games are also available via live streaming through the MLB At Bat and FOX Sports Go apps, respectively.

In 2017, D-backs games on FOX Sports Arizona were the top-rated program in key demographics, during primetime, all season long.

Ratings for D-backs broadcasts have seen **substantial increases** in recent years:



38%
INCREASE FROM
2016 TO 2017

24%
INCREASE WHEN
COMPARING APRIL AND
MAY 2018 TO THE SAME
TWO MONTHS IN 2017

In addition to local TV coverage, the D-backs will appear on Live National Broadcasts 13 times in the 2018 regular season (ESPN, FOX, FS1, Facebook Watch). That is up from an average of 4 appearances over the past 3 seasons, an increase of 325%.

ESPN

FOX

FS1

Facebook Watch

D-BACKS SOCIAL MEDIA AMONG MLB



5TH HIGHEST
FACEBOOK & TWITTER
ENGAGEMENT PER FAN



6TH HIGHEST
INSTAGRAM ENGAGEMENT
PER FAN



HIGHEST
FACEBOOK FAN INTERACTION
APRIL / MAY 2018

ATTENDANCE VS. OTHER ARIZONA TEAMS (2017-2018 SEASON)

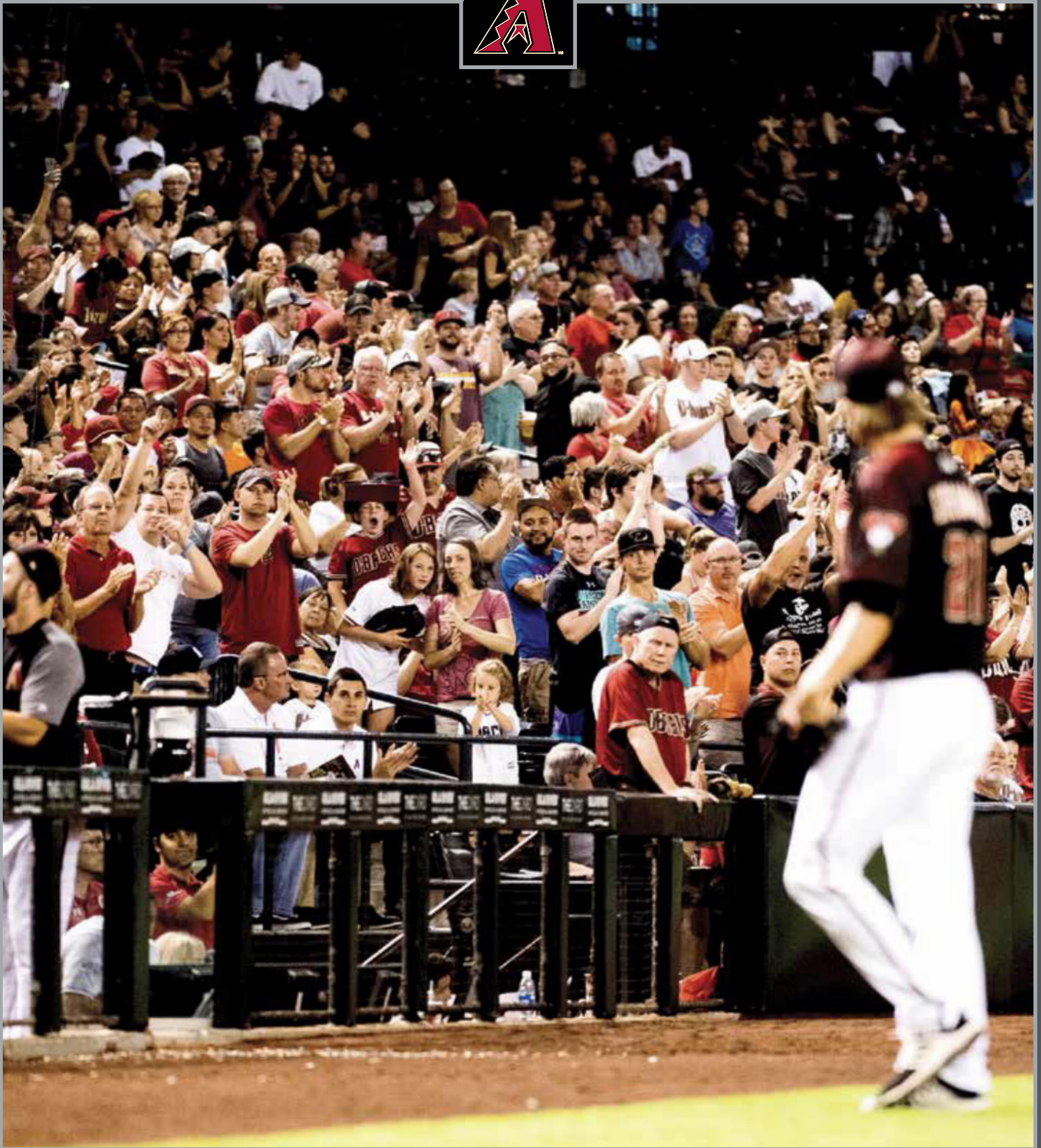
D-BACKS - 2,254,940

SUNS - 708,639

COYOTES - 536,878

CARDINALS - 513,741





ARIZONA DIAMONDBACKS **ECONOMIC** **IMPACT**



ARIZONA DIAMONDBACKS ECONOMIC IMPACT



ECONOMIC AND FISCAL IMPACT STUDY

The Arizona Diamondbacks recently hired the Seidman Research Institute, part of Arizona State University's internationally renowned W.P. Carey School of Business, to perform an economic and fiscal impact study.

Two reports were generated as a result. The first historical report measured how the Arizona Diamondbacks have impacted the local economy through the construction of Chase Field and team operations. The second report contemplates the construction of a new home in the Valley and projects the statewide economic impact of a new ballpark and 30 years of team operations. **This report measures the impact of a new ballpark alone, and not the multiplied economic impact that would be derived from a potential mixed-use development.**

A summary of both reports follows. Full reports are available upon request.



HISTORICAL STATEWIDE IMPACTS OF THE ARIZONA DIAMONDBACKS

ECONOMIC IMPACT TO DATE

The Arizona Diamondbacks have impacted the local economy through the construction of Chase Field, Cactus League games, MLB season operations, supplier purchases, and a range of secondary effects that ripple through other industries.

The 22-year statewide economic impact of the Arizona Diamondbacks (1996-2017) is estimated at:



\$4.3 BILLION

GROSS STATE PRODUCT



59,570 JOB YEARS

EMPLOYMENT



\$3.7 BILLION

LABOR INCOME

Gross State Product is a state equivalent of Gross Domestic Product (GDP). It is the final dollar value of all goods and services produced in a given year. This is an alternative measure of economic impact than the broader output used in Pollack's 2015 Diamondbacks' study which tabulates gross receipts. A job year is equivalent to one person having a job for one full year. Labor income is the sum of all new wages created.

CURRENT FISCAL & LICENSE INCOME IMPACTS

The Diamondbacks also generate significant license income plus sales, income, and property tax revenues for the taxpayers and residents of the State of Arizona.

The total state and local government taxes and license income received to date (1996-2017) from the Arizona Diamondbacks in the State of Arizona is:



\$575 MILLION

FISCAL REVENUES

TAXPAYERS' CURRENT RETURN ON INVESTMENT: 1996-2017

To help finance the construction of an MLB ballpark in downtown Phoenix, Maricopa County imposed a special sales tax surcharge to raise \$238 million in tax revenues. There are at least 2 ways to evaluate the internal rate of return for taxpayers in the State of Arizona.

TAXES & REVENUES GENERATED

One way to calculate the internal rate of return compares taxpayers' total \$238 million investment in Chase Field with the \$575 million state and local government tax revenues received (including licensing income) due to the presence of the Arizona Diamondbacks in downtown Phoenix.

The tax comparison produces a 10.8% annual return to date, which is significantly higher than the 4.2% return earned by investors in the 10-year U.S. Treasury bond, 1996-2017.



10.8%

INTERNAL RATE OF RETURN



TOTAL ECONOMIC BENEFITS GENERATED

Another way to calculate the internal rate of return compares the \$238 million sales tax contribution for Chase Field with the \$4.3 billion GSP directly and indirectly generated in the statewide economy because of the Arizona Diamondbacks, 1996-2017.

Taxpayers to date have received approximately \$18 in economic benefits for every \$1 invested in Chase Field.

If the Diamondbacks' \$53 million charitable donations and \$19 million in State-shared revenue paid to local governments outside Maricopa County are additionally included as benefits, the high internal rate of return in the State of Arizona increases from 10.8% to 12.5%.

Maricopa County taxpayers alone receive an internal rate of return of 7.1% excluding, or 9.1% including, the Diamondbacks' charitable donations through 2017.

FUTURE IMPACTS OF THE ARIZONA DIAMONDBACKS, 2020-2052

PROJECTED ECONOMIC IMPACT

The Arizona Diamondbacks are currently considering the construction of a new home in the Valley. This could take up to 3 years to build, and serve as the home of the Arizona Diamondbacks for a further 30 years.

The projected statewide economic impact of the construction of a new ballpark (2020-2022), and 30 years regular and postseason operations (2023-2052), is estimated at:



\$9.6 BILLION
GROSS STATE PRODUCT



100,129 YEARS
EMPLOYMENT



\$6.3 BILLION
DISPOSABLE PERSONAL INCOME

Gross State Product is a state equivalent of Gross Domestic Product (GDP). It is the final dollar value of all goods and services produced in a given year. A job year is equivalent to one person having a job for one full year. Disposable personal income is the after-tax income of a person available for spending or saving. The projected impacts exclude the annual participation of the Arizona Diamondbacks in the Cactus League.

PROJECTED FISCAL IMPACT

The total tax revenue generated by construction of a new ball park (2020-2022), and 30 years regular and post-season operations (2023-2052), is estimated at more than \$1.0 billion over the entire 33 years:



\$1.0 BILLION
PROJECTED FISCAL REVENUES

Approximately 50% of this fiscal impact would directly accrue to the State of Arizona, 13% to Maricopa County and 37% to Maricopa County's cities. This excludes any fiscal impacts associated with the Cactus League.



ARIZONA DIAMONDBACKS MAJOR EVENTS



ARIZONA DIAMONDBACKS MAJOR EVENTS



THE MAJOR LEAGUE BASEBALL ALL-STAR GAME

The Arizona Diamondbacks hosted the 82nd Major League Baseball All-Star Game on July 12, 2011. The National League defeated the American League, 5-1, in front of a sellout crowd of 47,994 fans, capping off a weeklong series of events that showcased the City of Phoenix, Maricopa County and the State of Arizona to a global audience.

2011 All-Star Week generated nearly \$70 million in local economic impact. The economic impact, both direct and indirect, has continued to climb in the years since:



Over 240,000 fans attended the week's events, which included:

- A five-day All-Star Fan Fest at the Phoenix Convention Center
- Youth Baseball Tournament at Salt River Fields at Talking Stick
- Diverse business partner networking event at area resort
- VIP golf event at Talking Stick Golf Club
- All-Star VIP Fantasy Camp at Salt River Fields at Talking Stick
- Hospitality event at Musical Instrument Museum (MIM)
- All-Star Gala and Pre-Game Celebration at Phoenix Convention Center
- All-Star Game Red Carpet Parade through Downtown Phoenix
- MLB Futures Game, Home Run Derby and All-Star Game at Chase Field



**2011 ALL-STAR WEEK GENERATED NEARLY \$70 MILLION IN LOCAL ECONOMIC IMPACT...
OVER 240,000 FANS ATTENDED THE FESTIVITIES.**





ARIZONA DIAMONDBACKS MAJOR EVENTS

THE MAJOR LEAGUE BASEBALL ALL-STAR GAME

MLB and the D-backs donated more than \$5 million from a portion of the proceeds from All-Star Workout Day toward a variety of local charities, including the Arizona State Veterans Home, Foundation for Blind Children and the Boys & Girls Clubs of Metropolitan Phoenix.

The All-Star Game was **broadcast in 219 countries/territories in 20 languages.**

As has been the case since its television debut more than 50 years ago, the MLB All-Star Game ranks by far as the **highest-rated All-Star event in sports.**

The week's events showcased Phoenix and the D-backs to 100-million homes.

MLB and the D-backs hosted more than 2,000 credentialed media, including 100 international media members.

MLB recently instituted a competitive bid process for cities and clubs to be considered for future hosting opportunities. Our expectation is that a new facility will put us in strong consideration to host multiple All-Star Games during the term of our agreement, especially as the league heavily favors progressive cities and state-of-the-art facilities with multiple, nearby fan amenities.



THE ALL-STAR FESTIVITIES SHOWCASED PHOENIX AND THE D-BACKS TO 100-MILLION HOMES.





ARIZONA DIAMONDBACKS MAJOR EVENTS



THE POSTSEASON & WORLD SERIES



The D-backs have experienced incredible success on the field since our inaugural season in 1998. In fact, with six postseason appearances in 20 years, the D-backs have the second-best percentage of playoff seasons in Major League Baseball history. With a World Series championship in 2001, the D-backs became the fastest franchise to win the Fall Classic and first major professional sports team from the state of Arizona to win a league championship title.

Pennant races have a way of energizing a city and galvanizing a community, while also bringing fans to the ballpark and surrounding establishments in strong numbers and a festive spirit. As postseason excitement grows with each day that passes, so does the tremendous national and international media attention that comes as a result.



THE D-BACKS ENJOY THE HIGHEST POSTSEASON APPEARANCE PERCENTAGE OF ALL MAJOR LEAGUE BASEBALL CLUBS NEXT TO THE NEW YORK YANKEES.





ARIZONA DIAMONDBACKS MAJOR EVENTS



THE POSTSEASON & WORLD SERIES

RECENT POSTSEASON TELEVISION EXPOSURE



2011 National League Division Series (Milwaukee vs. Arizona)
The 5-game series was televised by TBS and earned an average household 10.03 rating



2017 National League Wild Card Game (Colorado vs. Arizona)
The game was televised by TBS and earned a 12.64 rating



2017 National League Division Series (Los Angeles vs. Arizona)
The 3-game series was televised by TBS and earned an average household 9.1 rating



D-BACKS POSTSEASON EXPERIENCE

WILD CARD GAME

1 Appearance



NATIONAL LEAGUE DIVISION SERIES

6 Appearances



NATIONAL LEAGUE CHAMPIONSHIP SERIES

2 Appearances



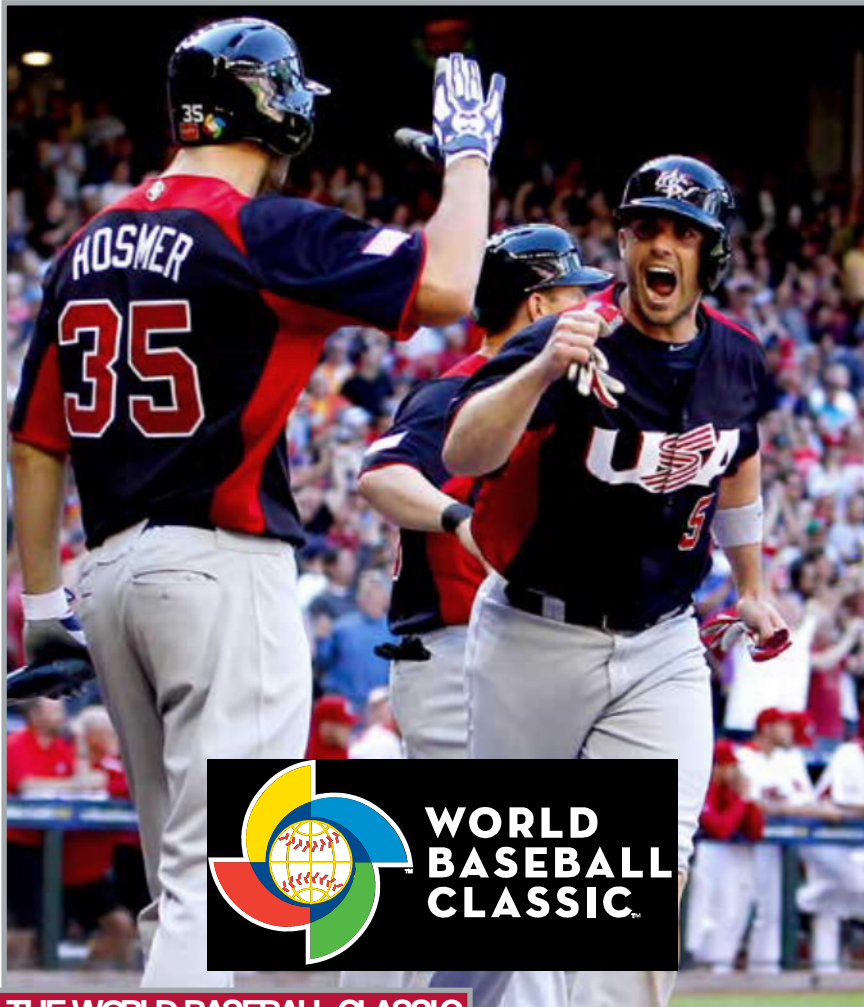
WORLD SERIES

1 Appearance





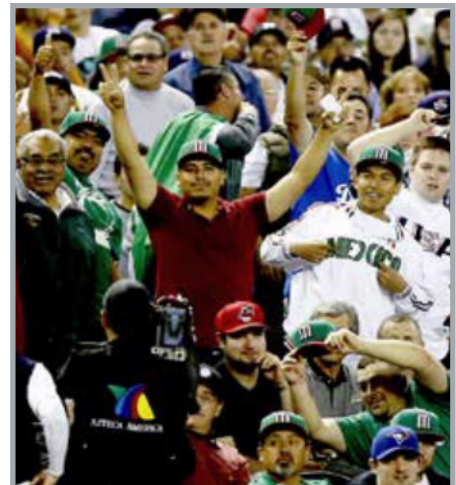
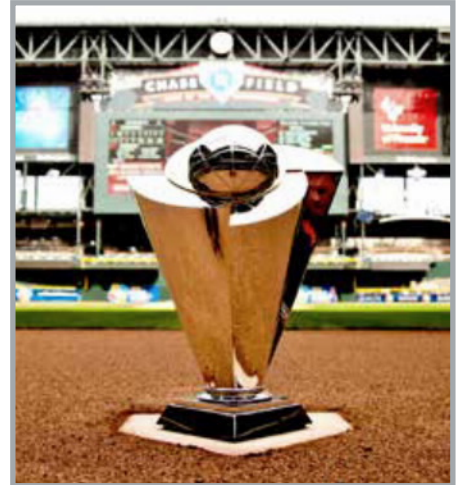
ARIZONA DIAMONDBACKS MAJOR EVENTS



THE WORLD BASEBALL CLASSIC

The World Baseball Classic is the premier international baseball tournament, sanctioned by the World Baseball Softball Confederation (WBSC), and operated as a joint venture between Major League Baseball and its Players Association. The Tournament features the best players in the world competing for their home countries and territories. Rosters for the 2017 World Baseball Classic featured tournament record totals of 63 MLB All-Stars and 259 players under contract with MLB organizations. The tournament was distributed via media platforms in 182 countries and territories worldwide with a global reach of more than 415 million households.

Since its debut the World Baseball Classic has shown continued growth across the international stage, showcasing 28 countries across seven different host cities. The competitive format of



the World Baseball Classic features six round robin games in each first round across four international host sites. Six double-elimination games at two different host sites (one domestic and one international) take place during the second round, followed by three single-elimination games in the championship round (which has always been a Major League city).

More than 3.2 million fans from all over the world have attended the tournament games, held in March 2006, 2009, 2013 and 2017. Team USA, which featured D-backs 1B Paul Goldschmidt, is the reigning World Baseball Classic Champion after it outmuscled Japan and Puerto Rico in the Championship Round last March. The next tournament is scheduled for 2021, and will be held every four years thereafter.



THE ARIZONA DIAMONDBACKS HAVE PROUDLY HOSTED THE WORLD BASEBALL CLASSIC TWICE (2006 & 2013). THE USA VS. MEXICO GAME AT CHASE FIELD IN 2013 WAS THE BEST ATTENDED GAME OF THE ENTIRE TOURNAMENT (44,256).





ARIZONA DIAMONDBACKS MAJOR EVENTS

THE WORLD BASEBALL CLASSIC

NOTABLE CLASSIC FACTS INCLUDE

- Roughly 2.3 million Americans tuned in to MLB Network to watch the 2017 Classic final making it the second-most-watched telecast in the network's history behind Game 2 of the 2016 National League Division Series between the Cubs and Giants.
- An additional 761,000 watched either ESPN Deportes or the Spanish-language simulcast on ESPN2 for the final making it the biggest U.S. audience for a Spanish-language telecast of a baseball game in history. And Americans certainly weren't the only ones tuning in; a staggering 70 percent of all televisions in Puerto Rico were set to the championship game. Furthermore, Japan's first three opening-round games ranked as the highest-rated television programs in the home country that week, and viewership in the Dominican Republic for the national team's games increased 10 percent over the 2013 tournament that the Dominicans won.
- A total of 1,086,720 fans attended Classic games at ballparks around the globe, a 23 percent increase from 2013 as the event passed one million in attendance for the first time. That included a crowd of 51,565 for the final at Dodger Stadium, the second-most-attended matchup in tournament history.
- MLB.TV subscribers consumed a record 70 million minutes of Classic coverage and web traffic to WorldBaseballClassic.com rose 41 percent as compared to the 2013 tournament.

The Arizona Diamondbacks have proudly served as a host site for the Classic twice, first during the inaugural 2006 event and again in 2013. **The USA vs. Mexico game at Chase Field in 2013 was the best attended game of the entire tournament that year (44,256).**

Major League Baseball tends to prefer using Arizona at some point during the Classic based on our proximity to the 15 MLB clubs that host Spring Training in the Cactus League. We expect that a new stadium and surrounding mixed-use development will continue to provide multiple host site opportunities for the D-backs as the Classic continues, bringing significant exposure to our new home to millions of people world-wide through broadcast and digital platforms.



THE 2017 WORLD BASEBALL CLASSIC WAS DISTRIBUTED VIA MEDIA PLATFORMS IN 82 COUNTRIES AND TERRITORIES WORLDWIDE WITH A GLOBAL REACH OF MORE THAN 415 MILLION HOUSEHOLDS.





ARIZONA DIAMONDBACKS MAJOR EVENTS

A 365-DAY-A-YEAR DESTINATION

While the Major League Baseball schedule will anchor the surrounding development area for at least 81 unique event dates, Arizona Diamondbacks Events & Entertainment will be responsible for attracting and producing hundreds of other events throughout the calendar year. The goal is to create a heavily programmed, 365-day-a-year destination that will attract millions of fans each year. Our ability to promote the D-backs brand, ballpark brand and potential mixed-use development brand, either individually or collectively, will provide for endless opportunities to showcase our potential new home.

We also expect that the ballpark and potential mixed-use development will host significant activity during many annual and special events, including the Waste Management Phoenix Open, Super Bowl (2023), College Football Playoff, NCAA Men's and Women's Final Four, NBA and WNBA All-Star Games.

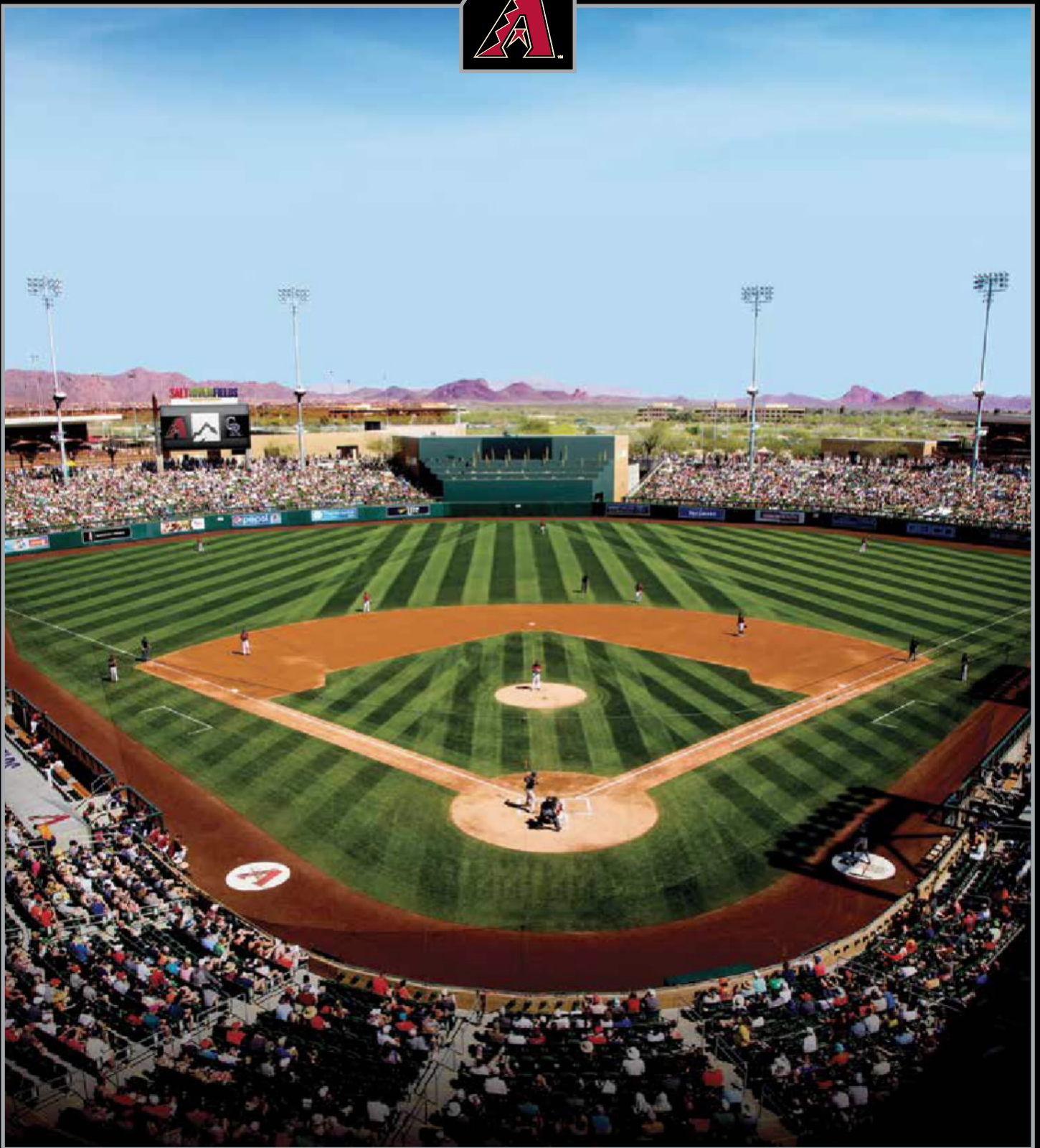
Throughout our time at Chase Field, the D-backs have become well-versed in the production of many non-baseball events, both during the season and throughout the off-season months. Some of the significant events we have previously produced include:

- Monster Truck Jam (1999-2015)
- Supercross (1999-2015)
- International Soccer Competitions
 - USA vs. Japan Women's Soccer (2000)
 - Mexico vs. Yugoslavia Men's Soccer (2002)
 - Mexico vs. Columbia Men's Soccer (2003)
 - Mexico vs. Hungary Men's Soccer (2005)
- Concerts
 - Ozzy Osbourne/ Black Sabbath (1998)
 - NSYNC (2001)
 - Jessica Simpson (2008)
 - Trace Adkins (2008)
 - Lifehouse (2009)
 - Luis Coronel (2015, 2016)
 - Kenny Chesney (2016, 2018)
- WBO Championship Boxing (2006)
- College Football Bowl Games
 - Insight Bowl (2000-2005)
 - Sam Perfidis All-American Bowl (2012)
 - Cactus Bowl (2016-2019)
- NCAA Women's Basketball
 - ASU vs. University of Tennessee (2000)
 - ASU vs. Texas Tech (2006)
- NCAA Baseball
 - ASU vs. UofA (2006, 2007)
- College Graduations
 - Grand Canyon University (2009-2011)
 - Arizona State University (2016, 2018)
- Corporate and hospitality events of all sizes



**THE GOAL IS TO CREATE A HEAVILY PROGRAMMED, 365-DAY-A-YEAR DESTINATION
THAT WILL ATTRACT MILLIONS OF FANS EACH YEAR**





ARIZONA DIAMONDBACKS

SALT RIVER FIELDS AT TALKING STICK



ARIZONA DIAMONDBACKS SALT RIVER FIELDS AT TALKING STICK



CASE STUDY: SALT RIVER FIELDS

The Salt River Pima-Maricopa Indian Community (SRPMIC) partnered with the Arizona Diamondbacks and Colorado Rockies to build the award-winning Salt River Fields at Talking Stick, which broke ground in 2009 and opened in 2011 as the first Major League Baseball Spring Training facility to be built on Native American land in the nation.

Since opening over seven years ago, Salt River Fields has maintained its status as the finest Spring Training facility in Major League Baseball. The place to be throughout Spring Training, the complex is still the only one to have ever welcomed over 300,000 fans in a Spring Training season, a feat accomplished each season since 2011. Salt River Fields has received over 35 “best of” awards from a variety of local and national publications, including USA Today, Architectural Record and Ballpark Digest.

Salt River Fields includes an 11,000-seat capacity ballpark, a total of 12 practice fields and office buildings that include Major and Minor League clubhouses, training facilities, and offices for each team. The complex is spread throughout 140 acres of scenic landscape that has unmatched views of Camelback Mountain, the McDowell Mountains, Four Peaks, Red Mountain, and the Superstition Mountains.



***SALT RIVER FIELDS CONTINUES TO BE THE FINEST SPRING TRAINING FACILITY IN
MAJOR LEAGUE BASEBALL***





ARIZONA DIAMONDBACKS SALT RIVER FIELDS AT TALKING STICK



CASE STUDY: SALT RIVER FIELDS

The stadium design immerses fans in the game of baseball while using Native American influence and regional architecture to offer fans the ultimate Spring Training experience. The design allows fans multiple observation areas, allowing glimpses into the players' daily lives and training routines. Interaction between players and fans is encouraged as each area of the complex provides unique access and the ability for fans of all ages to engage their baseball heroes for conversations, selfies and autographs.

Designed to serve as a symbol within the Salt River Pima-Maricopa Indian Community, promoting and encouraging environmental stewardship, the facility earned prestigious LEED Gold Certification for New Construction from the United States Green Building Council (USGBC). Salt River Fields is the first LEED Gold-certified sports venue of its kind in the United States.

Salt River Fields has also played a leading role in accelerating the economic development along the 101 corridor and throughout SRPMIC's Talking Stick Entertainment (District). Multiple hotels, retailers and entertainment destinations have come online since the baseball complex opened, each amplifying the activity and business interest throughout the District.



- Including Spring Training, Salt River Fields welcomes over 500,000 people a year to the area
- The Pavilions Shopping Center included 1 million square feet of programmable space, with 43% occupancy, prior to the 2009 groundbreaking of Salt River Fields. The center is now at 1.3 million square feet of space, with 93% occupancy
- Sales tax revenue to the SRPMIC has increased 20 times for the area since 2011
- Significant new commercial development has occurred in the District since Salt River Fields opened in 2011:
 - Courtyard by Marriott Salt River (2012)
 - Hampton Inn & Suites Scottsdale Riverwalk (2012)
 - Rancho Solano Preparatory School (2012)
 - Butterfly Wonderland (2013)
 - Topgolf Scottsdale at Riverwalk (2014)
 - Great Hearts Academies – Cicero Campus (2014)
 - OdySea in the Desert – Aquarium/Dolphinaris (2016)
 - iFLY – Indoor Skydiving (2017)
 - Scottsdale Auto Show Auto Mall (2017)
 - Great Wolf Lodge (2019)
 - Medieval Times Dinner and Tournament (2019)
 - IHG Staybridge Suites (2019)
 - Marriott Residence Inn Salt River (2019)



SALT RIVER FIELDS HAS ALSO PLAYED A LEADING ROLE IN ACCELERATING THE ECONOMIC DEVELOPMENT ALONG THE 101 CORRIDOR





ARIZONA DIAMONDBACKS SALT RIVER FIELDS AT TALKING STICK



CASE STUDY: SALT RIVER FIELDS

ECONOMIC IMPACT OF SALT RIVER FIELDS AT TALKING STICK

Excerpts from the report, Economic and Fiscal Impact of Salt River Fields at Talking Stick, prepared in 2014 by Elliott D. Pollack & Company

EXECUTIVE SUMMARY

Salt River Fields at Talking Stick (Complex) is the first Major League Baseball spring training facility to be built on Native American land in the nation. By winning the competitive bid in 2009 to host the Arizona Diamondbacks and Colorado Rockies for spring training, the Salt River Pima-Maricopa Indian Community (Community) was able to add a dynamic component to the Talking Stick brand of entertainment venues and increase the synergistic quality of the entire cultural and entertainment destination on Community land. By doing so, the Community has benefited greatly by attracting and retaining entertainment and tourism-related spending within the Community, providing jobs and revenue.

The 11,000 seat stadium and 12 practice fields are operated year-round and is host to not only Major League Baseball teams, but also Extended Spring Training, summer leagues, fall leagues and other stadium events. These events generate both an economic (jobs, wages and output) and well as a fiscal (government revenues) impact in terms of operations of the Complex as well as by the spending captured by visitors. The results are meant to reflect a typical year based on the multi-year average performance of the Complex since it opened. While dollar figures are expressed in 2014 dollars (the time of study), the results from year to year will vary based on events held at the Complex and tourism generated throughout the year.



THE COMMUNITY HAS BENEFITED GREATLY BY ATTRACTING AND RETAINING ENTERTAINMENT AND TOURISM-RELATED SPENDING WITHIN THE COMMUNITY, PROVIDING JOBS AND REVENUE





ARIZONA DIAMONDBACKS SALT RIVER FIELDS AT TALKING STICK



CASE STUDY: SALT RIVER FIELDS

Special attention has been given to the combined effect of the impacts created by the Community's Entertainment Destination. The "Talking Stick Cultural and Entertainment Destination" is defined in this study as the Salt River Fields at Talking Stick, Talking Stick Resort & Casino, Talking Stick Golf Club, the Pavilions at Talking Stick and additional surrounding businesses. Overall, the Cultural and Entertainment Destination and ultimately, the Community, has benefited greatly since the construction of the Complex. The synergy created between the Complex and all of the other consumer amenities help the Community retain additional tourism dollars beyond Complex events alone. The following are key findings of the analysis:

JOBS AND WAGES CREATED BY SRF FOR COMMUNITY MEMBERS

- In total, the operations of Salt River Fields at Talking Stick generate a total of 81 jobs for Community members (both full and part-time) with total annual wages of \$2.2 million.
- Salt River Fields maintains hiring practices to provide employment opportunities to Community members. In 2013, of the 266 jobs at Salt River Fields, a total of 44 Community members were employed either part-time or full-time at Salt River Fields in a variety of capacities.
- Salt River Fields contracts for services from Community-owned businesses and enterprises such as telecommunications, police protection, fire protection and sanitation services. The fee for these services purchased total \$3.3 million each year. An estimated 37 Community members are employed due to these services being needed for the operations of Salt River Fields earning an estimated \$1.6 million in wages on an annual basis.

CASH RECEIPTS AND TAXES GENERATED BY SRF FOR COMMUNITY

- In total, Salt River Fields at Talking Stick generates a significant impact for the Community. **Along with the lease payments, the taxes and fees collected by the Community for this activity totals an estimated \$3.4 million annually.** These revenues are real dollars collected directly by the Community and are being put to use by the Community to better serve its members. These figures exclude gaming revenues and, thus, can be considered conservative.
- Direct revenues generated at the Complex include sales of food and merchandise as well as parking revenue. In addition, Salt River Fields contracts with a concessionaire during events which levies sales taxes and pays taxes directly to the Community. Direct sales and parking tax revenue is paid directly to the Community.
- Many of the one-day events at the stadium likely create additional consumer demand at the Pavilions, especially at the restaurants, as people pay to park and are within walking distance. Additional demand is created by the league sports, especially for youth sports, as the parents drop their children off for two hours of practice and have time to shop.
- Spring Training season, along with year-round events, have a significant impact on the performance and revenue generation of Community hotels. Based on survey results and data provided by SRPMIC regarding total revenues, an estimate for the number of guests that spend the night at one of the Community hotels was determined. An estimated 15,398 room nights are demanded which generates millions in room revenue, over a million in other taxable hotel revenues and substantial annual collections. These figures exclude golf and gaming revenues and, thus, can be considered conservative.
- According to interviews with leasing agents at the Pavilions, the ability to lease property after the recession was made easier by the construction and now operations of Salt River Fields. Indeed, vacancy rates at the Pavilions went from nearly 40% in 2010 to less than 18% in 2013. While the data cannot be disaggregated from the impact of the economic recovery, the synergies discussed above are evident.



ARIZONA DIAMONDBACKS SALT RIVER FIELDS AT TALKING STICK



CASE STUDY: SALT RIVER FIELDS

STATE, COUNTY AND LOCAL GOVERNMENT IMPACTS (EXCLUDING SRPMIC)

- In total, an average of 1,928 jobs are created each year due to the year-round operations associated with Salt River Fields. This includes the impact of operations of the Complex as well as jobs created by visitor spending. Total wages for these jobs approximated \$62.7 million and the direct economic output is \$143.3 million. Using accepted economic multipliers, the total direct, indirect and induced economic output is \$258.4 million. This represents 2,704 jobs with wages of \$106.1 million.
- Arizona state government receives nearly \$9.7 million in revenue from the operations of the Salt River Fields Stadium at Talking Stick each year. This includes \$6.0 million in direct taxes from utilities and material purchased in the day-to-day operations of the Complex as well as direct sales and bed taxes generated by the visitor to the State for tournaments, other stadium events and Springs Training as well as \$3.7 million collected from the secondary impacts of employment.
- The County government collects an average of about \$4.5 million and local governments another \$7.7 million. In total, the State, County and local governments (excluding SRPMIC) collect an estimated average of \$21.8 million each year from the operations of the Complex.



THE TOTAL DIRECT, INDIRECT AND INDUCED ECONOMIC OUTPUT OF SALT RIVER FIELDS IS \$258.4 MILLION.



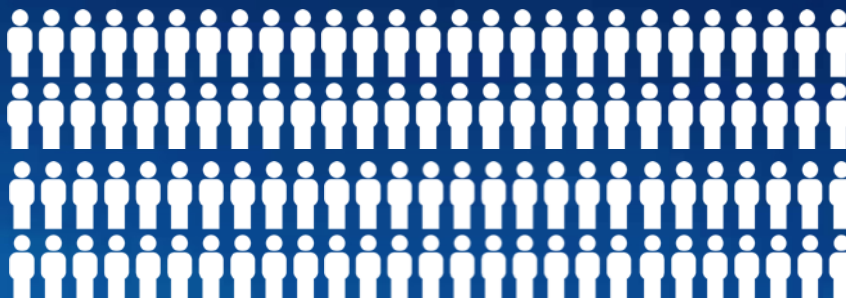
SALT RIVER FIELDS

2011 - 2018

ATTENDANCE
HIGHLIGHTS



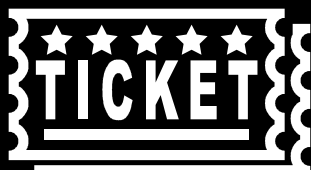
SRF RANKS #1
FOR MLB TOTAL ATTENDANCE
SINCE 2011



ONLY COMPLEX TO EVER WELCOME OVER
300,000 FANS IN A SEASON

DONE EIGHT TIMES

141 SELLOUTS IN 8 SEASONS



SRF & D-BACKS
RECORD CROWD

MARCH 23rd
2017



14,002

FANS

ROCKIES
RECORD CROWD

MARCH 27th
2018



13,825

FANS

PROUD HOME OF



SALT RIVER RAFTERS

SALT RIVER FIELDS



TOP 8

OF TEN

HIGHEST ATTENDANCE TOTALS
IN SPRING TRAINING HISTORY

HAS WELCOMED



CONCERTS

TIM MCGRAW
BLAKE SHELTON
MIRANDA LAMBERT
DARIUS RUCKER

ROGER CLYNE
BRANTLEY GILBERT
DUSTIN LYNCH

>35

"BEST OF"

ACCOLADES FROM NATIONAL
AND LOCAL PUBLICATIONS





ARIZONA DIAMONDBACKS **THE CASE FOR MIXED-USE DEVELOPMENT**



ARIZONA DIAMONDBACKS

THE CASE FOR MIXED-USE DEVELOPMENT

CASE STUDY: THE BATTERY / ATLANTA BRAVES



The Atlanta Braves opened SunTrust Park and The Battery Atlanta development in early 2017. The simultaneous design and construction of a sports complex along with surrounding commercial, residential and entertainment properties is a revolutionary concept that has quickly set a new standard for both the sports and development industry. The ballpark and surrounding development site (and the many amenities that come with them) has become an entertainment mecca and an undeniable success that we feel the Valley of the Sun is also well-positioned to replicate and expand upon. Imagine a 365-day-a-year destination that millions of D-backs fans, and millions more living in or visiting the area, can live, work and play.

PROJECT DETAILS

- 90-acre, 1.5 million-square-foot mixed-use development
- \$1.2 billion public-private partnership
- Groundbreaking: September 16, 2014
- Grand Opening: April 14, 2017 (30 months of construction)
- Stadium architect: Populous
- Mixed-use development architect: Wakefield Beasley
- Joint-venture construction team: American Builders 2017 (Barton Malow, Brasfield & Gorrie, Mortenson, New South)



THE BATTERY ATLANTA IS A REVOLUTIONARY CONCEPT AND A NEW STANDARD FOR THE SPORTS INDUSTRY.

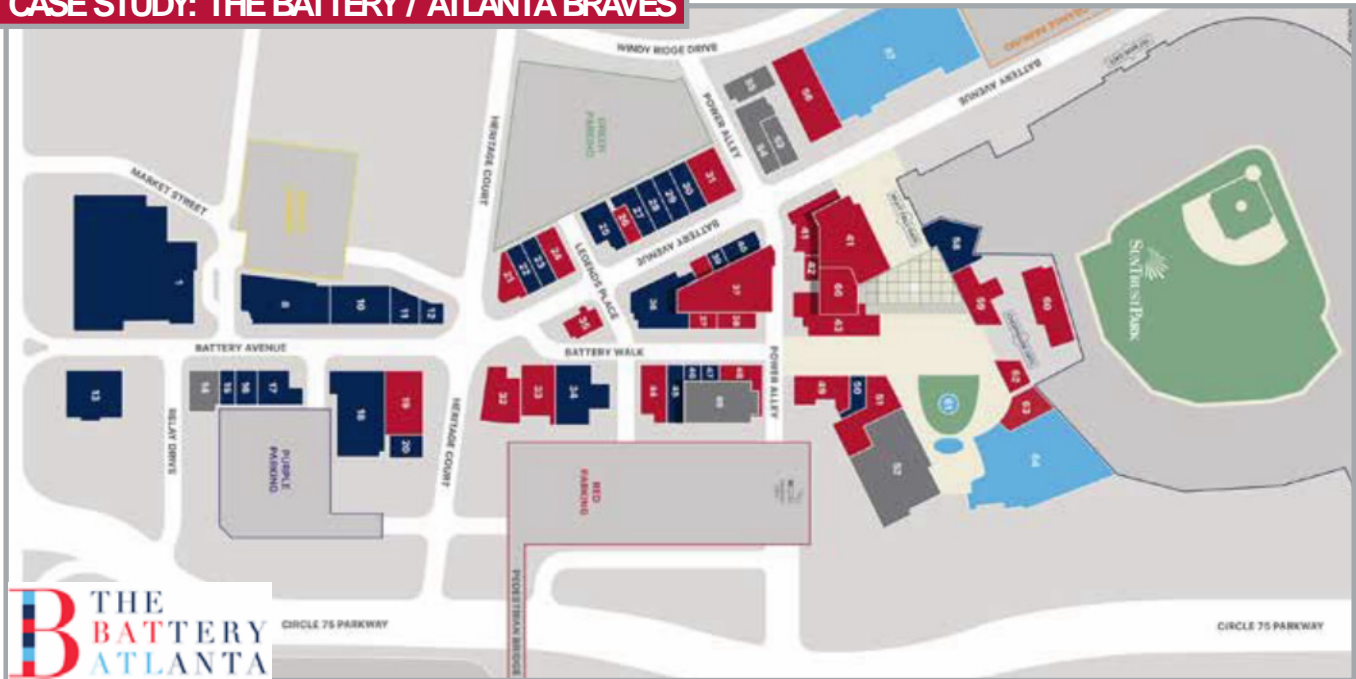




ARIZONA DIAMONDBACKS

THE CASE FOR MIXED-USE DEVELOPMENT

CASE STUDY: THE BATTERY / ATLANTA BRAVES



THE BATTERY ATLANTA

- 41,000 person capacity SunTrust Park
- Four-star 265-room Omni Hotel
- 4,000 person capacity Live Nation music and event venue
- 260,000 square-foot Class A officespace, featuring Comcast as anchor tenant
 - Comcast created 1,000 new jobs as a result
- 90,000 square-feet of additional commercial officespace, all pre-leased prior to opening
- 14,000 parking spots
- 400,000 square-feet of retail space, including:
 - Archer's Paper Goods
 - Baseballism
 - Braves Clubhouse Store
 - Dress Up
 - Mzuno
 - Mizzen + Main
 - Select Shades
 - Sugarboo & Co.
 - Tomahawk Harley-Davidson
 - Xfinity
 - Savi Provisions

- More than two dozen restaurants and bars, featuring some of Atlanta's best-known restauranteurs and chefs, including:

- Achi's – helmed by James Beard Foundation award-winning chef Hugh Acheson
- Antico Pizzeria Napoletana
- C. Ellet's – Great Steaks and Seafood
- CRU – Food & Wine Bar
- El Super Pan – Latino Sandwiches & Bar
- Feed – Fried Chicken and Such
- First & Third – Hot Dog and Sausage Shack
- Garden & Gun Club – Curated Cocktails & Classic Southern Dishes
- Goldbergs Fine Foods – Bagel and Deli Company
- Häagen-Dazs
- FBR Atlanta – A Coors Banquet Bar
- Punch Bowl Social – Restaurant, Bar and Entertainment Destination
- Sports & Social – Sports Bar and Gaming Parlor
- Sweet Pete's Candy Store – Featured on CNBC's The Profit
- Terrapin Taproom and Fox Bros Bar-B-Q – Microbrewery and World-Famous BBQ
- The El Felix – Tex Mex Classics
- Wahlburgers – A Better Burger Concept by Wahlberg Brothers – Paul, Mark & Donnie
- Yard House – World's Largest Selection of Draft Beer



MANY OF ATLANTA'S TOP CHEFS AND RESTAURANTEURS HAVE A PRESENCE AT THE BATTERY.

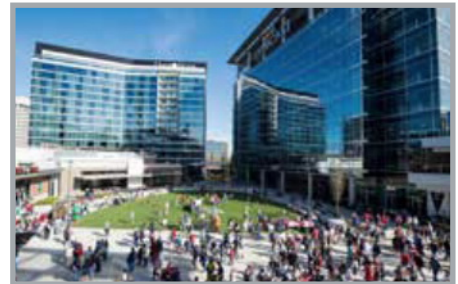
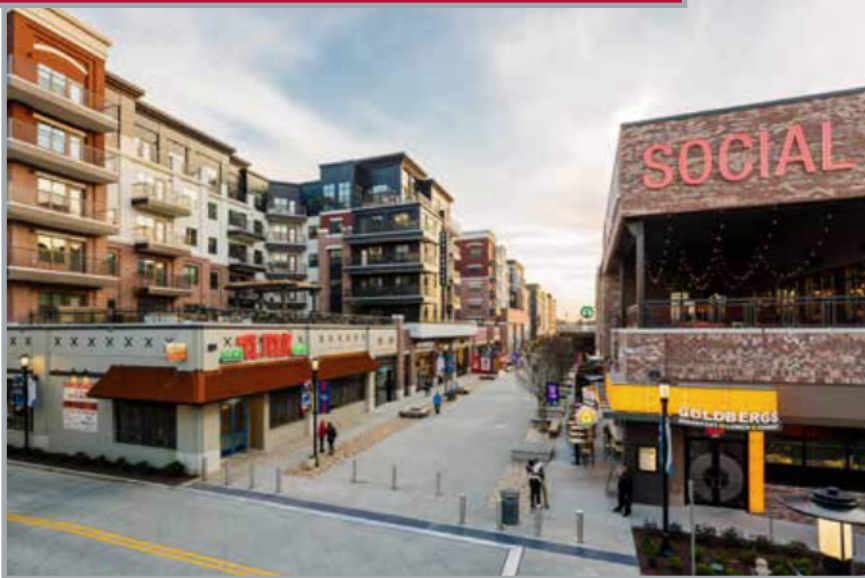




ARIZONA DIAMONDBACKS

THE CASE FOR MIXED-USE DEVELOPMENT

CASE STUDY: THE BATTERY / ATLANTA BRAVES



ECONOMIC IMPACT:

- 5,227 construction jobs with \$235,000,000 in construction earnings, \$35,000,000 of which will be earned in Cobb County¹
- 3,141 ongoing ballpark jobs, resulting in \$35,800,000 in earnings, with 1,617 of those jobs in Cobb County, resulting in earnings of \$6,232,500¹
- Visitor spending, resulting in 873 jobs which provide \$25,000,000 in earnings, of which \$8,906,754 will be earned in Cobb County¹
- Since announcing the project, more than \$2 billion of commercial properties have sold in the commercial area of Atlanta where SunTrust Park and The Battery are located²
- The development will also generate \$6-8 million annually for local schools through 2026; \$4.9-5.85 million in annual local operating taxes (sales, personal property, hotel, transportation, and beverage taxes) from 2018 to 2026; and \$7.3-10.2 million in annual local property taxes annually from 2018 and 2026²
- Inclusive of the ballpark, The Battery Atlanta and Cumberland Community Improvement District (CID) impact initiatives, the projects have catalyzed nearly \$2.1 billion in development activity across CID supporting over 25,000 jobs; the jobs will support earnings of nearly \$860 million while the associated tax revenues at a 30-year present value will generate \$610 million for Cobb County and over \$1.4 billion for the State³
- All told, SunTrust Park and The Battery will generate over \$4 billion of economic impact for its community²
- Attendance increased 23% per game in 2017, while concession sales increased 31% and retail sales increased 45%⁵
- Retail and residential developments at The Battery are both over 70% leased as of February 2018⁵
- TV ratings for the Atlanta Braves on FOX Sports South and FOX Sports Southeast increased 55% from 2016 (games played at Turner Field) to 2017 (games played at SunTrust Park)⁴

Sources:

- 1) Cobb County Public Record; "Braves Infographic Final.pdf"
- 2) Street & Smith's SportsBusiness Journal; March 20-26, 2017
- 3) Brailsford & Dunsavage's "Summary of the Economic and Fiscal Benefits of a MLB Team and New Ballpark to Cobb County"; May 25, 2016
- 4) Street & Smith's SportsBusiness Journal Daily; October 9, 2017
- 5) Liberty Media Corporation Reports Fourth Quarter and Year End 2017 Financial Results



THE BATTERY ATLANTA WILL GENERATE OVER \$4 BILLION OF ECONOMIC IMPACT.





ARIZONA DIAMONDBACKS

THE CASE FOR MIXED-USE DEVELOPMENT

CASE STUDY: TEXAS LIVE / TEXAS RANGERS



Globe Life Field, which is being built as a public-private partnership between the City of Arlington and the Texas Rangers, will not only be the team's new home beginning in 2020, but also a multipurpose sports and entertainment venue that will include capabilities for hosting high school, college and international sports as well as entertainment tours. The retractable-roof stadium capacity will be 41,000.

Texas Live! will be a unique mixed-use entertainment district situated adjacent to Globe Life Field. The first phase of the project, set to open in 2018, will feature best-in-class restaurants, retail and entertainment venues, and is expected to welcome 3 million new visitors to Arlington each year.

Over the term of the Rangers' lease with the City of Arlington (2016-2054), visitor spending and operations of the ballpark (excluding Texas Live!) is projected to result in \$4.49 billion in Tarrant County, \$2.53 of which will be captured in Arlington according to an HR&A Advisors study commissioned by the Arlington Convention and Visitors Bureau. Additionally, the stadium will create 3,400 jobs in Tarrant County (2,950 in Arlington) each year while construction alone will create 3,000 jobs in Tarrant County (600 in Arlington).

PROJECT DETAILS

- 2 million-square-foot mixed-use development
- \$1.4 billion public-private partnership
 - Stadium cost: \$1.1 billion
 - Surrounding development: \$300 million
- Development opens in 2018; ballpark in 2020
- Development and stadium architect: HKS
- Joint-venture construction team: Manhattan, Con-Real

KEY AMENITIES

- 300-room Loew's Hotel
- 35,000 square foot Meeting Space and Convention Facility
- 35,000 square foot Live! Arena
- 5,000 person capacity event pavilion



OVER THE TERM OF THE RANGERS' LEASE WITH THE CITY OF ARLINGTON, VISITOR SPENDING AND OPERATIONS OF THE BALLPARK ALONE IS PROJECTED TO RESULT IN \$4.49 BILLION IN TARRANT COUNTY.





ARIZONA DIAMONDBACKS

THE CASE FOR MIXED-USE DEVELOPMENT

CASE STUDY: ICE DISTRICT / EDMONTON OILERS (NHL)



Rogers Place, the stunning new home of the Edmonton Oilers, has sparked a \$5 billion revitalization across a 25-acre site in the heart of the city. The mixed-use development project, known as ICE District, combines the \$620 million arena, a JW Marriott hotel, 1.3 million square feet of office space, 300,000 square feet of retail space, condos, and a public plaza all in one location.

The development will welcome over 3 million visitors per year, including 75,000 office tower employees and 20,000 Rogers Place ticket holders every event night, putting retailers and restaurateurs in the middle of the action. ICE District also expects over 1,950 residents living in the development area by 2020 and over 13,300 total residents within 10 minutes of the site.

KEY ADVANTAGES

- Grand Villa Casino Edmonton – a 125,000 square foot casino located next to Rogers Place
- Over 1,950 ICE District residents (over 1,300 multi-family residential units)
- 1.3 million square feet of office space
- 356-room JW Marriott Hotel
- 500,000 moviegoers per year
- 160-180 programmed Rogers Place events per year
- A year-round programmed Public Plaza accommodating anywhere from 120 people in an exercise class, to 10,000 people in a standing audience
- Major arterial routes around ICE District will carry over 100,000 vehicles everyday

PROJECT DETAILS

- 2.5 million square foot mixed-use development
- \$2.3 billion public-private partnership
- Arena opened in the Fall 2016; development is on track for 2020 completion
- Development and arena architect: HOK
- Construction team: PCL Construction



ICE DISTRICT HAS SPARKED A \$5 BILLION REVITALIZATION ACROSS A 25-ACRE SITE IN THE HEART OF THE CITY.





ARIZONA DIAMONDBACKS

THE CASE FOR MIXED-USE DEVELOPMENT

**CASE STUDY: LA STADIUM & ENTERTAINMENT DISTRICT AT HOLLYWOOD PARK
LOS ANGELES RAMS AND CHARGERS (NFL)**



The Los Angeles Stadium and Entertainment District at Hollywood Park will be the new “must-see” entertainment destination and gathering spot in the center of the Los Angeles basin. The centerpiece of the 298-acre project is a 70,000-seat stadium that will be the home of NFL games for both the Los Angeles Chargers and Los Angeles Rams. The stadium will feature sporting events including the Super Bowl (2022), College Football National Championship Game (2023) and the Opening and Closing ceremonies of the Olympics (2028), as well as major concerts and other entertainment year-round.

PROJECT DETAILS

- 8.5 million-square-foot mixed-use development
- Groundbreaking: November 17, 2016
- Grand Opening: Fall 2020
- Development and stadium architect: HKS
- Joint-venture construction team: Turner, Hunt

KEY ADVANTAGES

- 70,000 seat open air stadium, expandable up to 100,000 seats
- Hollywood Park Casino (opened in 2016)
- 6,000-seat performing arts venue
- 780,000 square feet of office space
- 890,000 square feet of retail space
- 300 hotel rooms
- 2,500 modern residences
- Approximately 25 acres of public parks, open space, pedestrian walkways and bicycle paths
- Family and fine dining
- State-of-the-art event, conference and meeting space



THE NEW LOS ANGELES STADIUM WILL ANCHOR A 298-ACRE ENTERTAINMENT DISTRICT IN THE CENTER OF THE LA BASIN.





ARIZONA DIAMONDBACKS

THE CASE FOR MIXED-USE DEVELOPMENT

CASE STUDY: THE DISTRICT DETROIT DETROIT PISTONS (NBA) & DETROIT RED WINGS (NHL)



The newly-constructed Little Caesars Arena (home to the NHL's Detroit Red Wings and the NBA's Detroit Pistons) helped jump start The District Detroit, a 50-block multi-use entertainment district that includes dynamic retail, office and residential units. The arena hosted over 100 events and welcomed 2 million fans in its first year (to NBA basketball, NHL hockey, NCAA March Madness and top musical entertainment such as Paul McCartney, Jay Z, Lady Gaga and more) and was designed to create a place for people to live, work and play throughout the calendar year.

Six residential projects will add more than 600 apartments to The District. Data from the University of Michigan predicts The District will ultimately generate an economic impact of more than \$2 billion by 2020 and create 12,500 construction and construction-related jobs and 3,000 permanent jobs.

PROJECT DETAILS

- 2.5 million-square-foot mixed-use development
- \$1.2 billion public-private partnership
- Opened Fall 2017
- Development and arena architect: HOK
- Joint-venture construction team: Barton Malow, Hunt, White



WILL ULTIMATELY GENERATE AN ECONOMIC IMPACT OF MORE THAN \$2 BILLION BY 2020 AND CREATE 12,500 CONSTRUCTION AND CONSTRUCTION-RELATED JOBS AND 3,000 PERMANENT JOBS.





ARIZONA DIAMONDBACKS EXPRESSION OF INTEREST

CONFIDENTIAL
EXPRESSION OF INTEREST

**TO PROVIDE A REGULAR SEASON
MAJOR LEAGUE BASEBALL BALLPARK
AND/OR
POTENTIAL MIXED-USE ENTERTAINMENT,
COMMERCIAL, RETAIL AND
RESIDENTIAL DEVELOPMENT**

EOI ISSUED: JUNE __, 2018

RESPONSES DUE: AUGUST 31, 2018 (by 5:00 p.m.)

**AZPB LIMITED PARTNERSHIP,
DBA “ARIZONA DIAMONDBACKS”
PHOENIX, ARIZONA**

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- Cont r a d i c t i o n s i n t h e r e s o n n e l u p d i o r f g e s t a s o n p a l l y m a s a g e r s a n d o a c t i e s
- A g r e e m e n t t h a t M r i c o p u a n B a y l l D a s k (r t i f i c a t i o n " D e s t ") i n c o s t a n d h a n a g e D a s E i e l d
- A r i z o n a D a m o n d b e a t e s t a i r E m e n t P a n e n t i l t o t o o k a s n o n M B e v e r a t t a s E i e l d ;
- A g r e e m e n t t h a t S a R i v e i r m a d a r i c l o p a c o m m u n i (S R P M C) o u s a s h a r s e p d i t n g i F a n i g l w i t t h e l o r R o o k i a s a) R t v F a r e l a t s a l k i n g S t i i c k o t t A d i a z o e n , a ;
- A n a g r e e m e n t s t e n d p e r t a t t o u r A e i n z t D n a m o n d b a s e s A c l a d e m y i B o c d i c B o , m i n i R e a p n u b l i c ;
- O w n e r s o f l p a m e r i c a s o p e r n B o y c o d i c a p o w h i c a h n e w A r i z o n a D a m o n d b a s e s A c l a d e m y b e i o g n s t r (u e s t t e d r a o t n e p d l e d t a i t e e n 2019 ;
- P a r t n e w i s t h i n P h o e S u x i s t h l e e g e r E n t s e r t a i D n e i n l o w n t o w n P h o e n i x ;
- P a r t n e w i s t h i n P h o e S u x i s t h l e f f e S s o e a e r t a g e l o w n t o P h o e n i x ;
- A g r e e m e n t t a t i o n e d r i a g h t s
- A g r e e m e n t s o v e r a n s p o s o r s h i p s
- A g r e e m e n t s l e o d a l c r e g o f i r a d e m a n d k s a n d a e m e a s n ; d
- T h e i g h t p e r a a r t o a r k a l t B f r a n d h i i z o n a .

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3 .POTENTIAL PROJECT COMPONENTS

3.1 Project Summary of Purpose of

AZ PBI seeks irrevocable endorsement of its sole franchisee - MBT Ballpark Arizona Diamondbacks LLC ("MBP") - for the 2016 season. MBP has secured the rights to the Arizona Diamondbacks' home games at Chase Field, as well as the exclusive right to sell merchandise and food and beverage at all home games during the 2016 season.

In addition to the Ballpark ZIPBis seek to merge data from service providers to enhance the user experience and to create a more integrated and user-friendly interface. The Ballpark ZIPBis development

You here in a few days "Respon" oerniet de submietsommen d'afrijdongshe
Ballk, (air) mlt ypoter Mxieds Bevel opme (m) pott h Ball paardk pte nti al
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Us Bevel opme nte teir vethy'p o', ect

3. 20 b j i e v e s

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Idea 3: Ball pair k c l under l l on win in c e u r e m e n t s :

- A l e a c r e f s a r s d f i t c a i c e n t m m o a d s a t t a e f e h a e r M j o l r e a g B a e l p a r k i n c l u d i n g B a d l p p a r r k k i n g .
- S e a t i n g p a o B e , 0 0 0 4 , 0 0 0 .
- R e t r a c t o a b l e .
- H V A C S y s t e m .
- R e a s o n a b l e s p u b l i c t r a n s p o r t a t i o n .
- C o m p l i a n t l i m e i s t a H V B r e q u i r e m e n t B a d l p a r k
- A Z P B w i l d v t e h r e i g t o t o n t w i a t h a r c h i t e c t s i t g B a l l p a r k
- A Z P B w i l d v f e i a p p r o v g o n t s h o e s i a g n d o n s t r u l c a i n s o p e c i f i c a t i o n s f o t r h B a l l p a r k
- A Z P B w i l d v t e h e x c l u r s i g v u t s o o r k a n a g e p e r a n t p e e r d i e s i g n a t i e d p a r t t i o e s s o o r k a n a g e d p e r t a t B e l l p a a n r B a l l p p a r r k k a n t o p e t a l i n r e v e n u e r e f r o m .
- A Z P B w i l d v t e h e x c l u r s i g v u t e n h a m i n i g g t h o s B a l l p a a s a w h o l a e n , d o r e t t a l i r e v e n u e r e f r o m .
- A Z P B w i p a t y h s e e l e R e e p o n a d r e m u t a e l r i t a , n a m o u t n o e a g r e u e p d o b n y t h e p a r t i e s .
- A G a p i M a i l n t e n F u n n s e h o u b l e d s t a b l f i o s a p e i n t a a I n t e a a d e p a t i o r h s e B a l l p a a n r k B a l l p p a r r k k i T n h G a p i M a i l n t e n F u n n s e h o u b l e d u n d e v d r h e t e r m o f A Z P B i t s B a l l p a y o t A Z P B a n d h s e e l e R e e p o n d a m b u n t s t o e a g r e u e p d n

The project includes the following deliverables:

- 45 t 70 a c r e f a d d i t l i a n d a f f i t c a i c e c n o t m m o d a n t e r (o f a l i r c e e s s i) d e n t i a l
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p u r p o s e e r t a v i e n n u e n t s l e a t d a n g a c i f a t p y r o x i 5 m 0 0 0 a n d d d d i t i o n a l
p a r k t i o s g f f i t c a i c e n d m m o d a n t i x - e u d s n e e d e n s i a d e i r s o m o u a l l d o c e
g i v t e p o t e e t i u a a t f i a c c r i a l i p t a i o e a n i x - e u d s c o n c e p t .
- A Z P B w o u l d i k e e x c l u s i v e u s e b , o o k m a n a g e n d p e r , a t n e p e r m i t
d e s i g n t a i t e r d r t t i o n s e b , o o k m a n a g e n d p e r , a t l e n e r t a v i e n n u e n t
t h r o u g h h e i u x - e u d s d e v e l o p m e n t a t e a l i l e l a t e v d e n u e
- A Z P B a l w o u l d i k e e x p l o i t r e p o r t u n a i r t t y i c i o p a s e p e c t b r e i x - e d
u s d e v e l o p m e n t u n t r o l j m i t t o t a l d e s i a g n d p e r a o t f a l s p e c t b e
m i x - e u d s d e v e l o p m e n t p a r t i c i p a t t u a n t u p o r n e v e s h a r i n g .

4 E O INSTRUCTIONS AND SEVEN CALENDAR

4 Questions

A l q u e s t i o n s t h E S o r t h P o j s e d u b l e e n t y e - m a t i A Z P B d e s i g n a t e d
r e p r e s e n t a t i v e .

For the purpose of this study, the significant independent variables

Derrick M. Hall
President/Chief Executive Officer
Arizona Diamondbacks
401 E. Jefferson Street
Phoenix, AZ 85004
E-mail: dmhall@backs.com

4 2E01 instructions

Please do not forget to add the following information to your report:

Step 3: Submit to Responder Please see the ED document and related attachments to find out how to submit your ED document to a complete Sect 7.2 *Intentional Release of Information* or the completed form to the author of the release. Please read the *Unlabeled* **July 13, 2018**. It is important that if you are submitting a complete ED document, you also submit a signed ED, please set up a release and a complete ED registration at the designated address. Please see the *Unlabeled* address.

Step 2: Submitting a Request for Information After thorough review and the
 Attachment of the ead is sent and forwarded to the appropriate
 Section. **4. Response to a Request for Information** Submit the design and
 represent the above-mentioned as of **July 31, 2018**. A PBW will add
 questions to the list of questions to be answered by the participant in the
 EO and the design of the EO is not intended to be a response to the questions
 may be left to the discretion of the press in the main body of the EO.

Step 3 Preparation of Responses – All of the information received from the Arizona Diamondbacks should be compiled and submitted to the Arizona Diamondbacks by the deadline of June 1, 2018.

- Responses to the Arizona Diamondbacks by June 1, 2018
- Information to the Arizona Diamondbacks by June 1, 2018
- Responses to the Arizona Diamondbacks by June 1, 2018
- Responses to the Arizona Diamondbacks by June 1, 2018

Please take the time to review the Arizona Diamondbacks' responses to the Arizona Diamondbacks. The Arizona Diamondbacks' responses to the Arizona Diamondbacks should be submitted to the Arizona Diamondbacks by the deadline of June 1, 2018. The Arizona Diamondbacks' responses to the Arizona Diamondbacks should be submitted to the Arizona Diamondbacks by the deadline of June 1, 2018.

Step 4 Submission of Responses – The Arizona Diamondbacks' responses to the Arizona Diamondbacks should be submitted to the Arizona Diamondbacks by the deadline of June 1, 2018. The Arizona Diamondbacks' responses to the Arizona Diamondbacks should be submitted to the Arizona Diamondbacks by the deadline of June 1, 2018.

Derrick M. Hall
President and Chief Executive Officer
Arizona Diamondbacks
401 East Jefferson Street
Phoenix, AZ 85004

4.3 Event Calendar

The major events to be processed are as follows:

TABLE 4.1: EVENT CALENDAR

Event	Date
Distribution of Responses to Arizona Diamondbacks	June 2018
Potential for Arizona Diamondbacks to be a part of the Arizona Diamondbacks	June 2018 – July 2018
Potential for Arizona Diamondbacks to be a part of the Arizona Diamondbacks	Before July 2018
AZPBP Review and Questions	With the Arizona Diamondbacks
Responses to Arizona Diamondbacks	August 1, 2018 at 5:00 p.m. (MST)

4.4 Terms and Conditions

Please read the following terms and conditions carefully. Submission of the Order to the Seller shall constitute acceptance of these terms and conditions:

- A. Disclaimer - The Seller does not warrant the accuracy or completeness of the information provided by the Seller. The Seller is not responsible for any errors or omissions in the information provided. The Seller is not responsible for any damages or losses resulting from the use of the information provided.
- B. Right of Refusal - The Seller reserves the right to refuse to accept any order for any reason, without notice, and without obligation to provide any explanation.
- C. Voluntary Submission - The Seller is not responsible for any damages or losses resulting from the use of the information provided.
- D. Legal Hold - The Seller is not responsible for any damages or losses resulting from the use of the information provided.
- E. Retention of Rights - The Seller reserves the right to use any information provided for any purpose, without limitation, and without obligation to provide any explanation.
- F. Validity of Offer - The Seller reserves the right to change or modify the offer at any time, without notice, and without obligation to provide any explanation.
- G. Confidentiality - The Seller is not responsible for any damages or losses resulting from the use of the information provided.
- H. Response to Inquiries - The Seller is not responsible for any damages or losses resulting from the use of the information provided.
- I. Assignment - The Seller is not responsible for any damages or losses resulting from the use of the information provided.

[illegible]

4.5.0 *Or a Presentations*

4.6 *EOI* n c l u s i o n

4.7 Response Selection

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5. RESPONSE

5. 1 ~~Detail Description~~

Please provide a detailed description of the project and its objectives. The project is a 3.2-acre, 100-unit residential development located in the City of Los Angeles, California. The project is a 3.2-acre, 100-unit residential development located in the City of Los Angeles, California.

5. 2 ~~Detail Description~~

Please provide a detailed description of the project and its objectives. The project is a 3.2-acre, 100-unit residential development located in the City of Los Angeles, California. The project is a 3.2-acre, 100-unit residential development located in the City of Los Angeles, California.

5. 3 ~~Qualifications~~

Please provide a detailed description of the project and its objectives. The project is a 3.2-acre, 100-unit residential development located in the City of Los Angeles, California. The project is a 3.2-acre, 100-unit residential development located in the City of Los Angeles, California.

5. 4 ~~Educational~~

Please provide a detailed description of the project and its objectives. The project is a 3.2-acre, 100-unit residential development located in the City of Los Angeles, California. The project is a 3.2-acre, 100-unit residential development located in the City of Los Angeles, California.

5. 5 ~~Funding and Port of the Project~~

Please provide a detailed description of the project and its objectives. The project is a 3.2-acre, 100-unit residential development located in the City of Los Angeles, California. The project is a 3.2-acre, 100-unit residential development located in the City of Los Angeles, California.

5. 6 ~~Exempt Bonds~~

Please provide a detailed description of the project and its objectives. The project is a 3.2-acre, 100-unit residential development located in the City of Los Angeles, California. The project is a 3.2-acre, 100-unit residential development located in the City of Los Angeles, California.

5. 7 *Partnership Refinement of the Mix and Development*

APB would like to see a level of cooperation that is not only for all purposes, including revenue and all park and edge services, but also for the development of the project. Please provide a response to the following APB of the project.

5. 8 *Cost Reduction Proposals*

Please see the following list of cost reduction proposals for the project.

- *Design Consider*

- *Payment Terms*

- *Other*

APB prefers to see a cost reduction that is not only for all purposes, but also for the development of the project. Please provide a response to the following APB of the project.

5. 9 *Conversion Allowance*

The following is a list of conversion allowance proposals for the project. Please provide a response to the following APB of the project.

5. 10 *Contingency Provision*

APB would like to see a level of cooperation that is not only for all purposes, but also for the development of the project. Please provide a response to the following APB of the project.

- *Proposed cost reduction proposals*
- *Recommended cost reduction proposals*

Please provide a response to the following APB of the project. Please provide a response to the following APB of the project.

5. 11 *Administration*

APB would like these respondents to participate in meetings for information, of course, and we are aware of the costs of doing so. Do you have any comments on this?

5. 12 *Methodology*

If you are aware of any other relevant information, please provide it.

5. 13 *Capacity*

Capacity is a key issue. Do you have any comments on this?

5. 14 *Contractor Disclosure*

It is important that we have a clear understanding of the roles and responsibilities of all parties involved in the project. Do you have any comments on this?

If you are aware of any other relevant information, please provide it.

5. 15 *Environmental Responsibility*

APB is committed to environmental responsibility. Do you have any comments on this?

Do you have any other relevant information to provide?

6. BACKGROUND INFORMATION

6. Background

Please provide a brief description of your organization.

6. Organization and structure

Please provide a brief description of your organization's structure.

Please provide a brief description of your organization's mission and vision.

Please provide a brief description of your organization's history.

Please provide a brief description of your organization's current and future goals.

6. Contact information

Please provide contact information for the person responsible for the project, including name, title, phone number, email address, and mailing address.

7.E O COMPLET DOCUMENT

7. ~~Response~~ *Proposed Revisions*

If you are unable to complete your return on time, there are a number of options available to you. For more information, please contact the IRS at 1-800-829-1040 or visit www.irs.gov.

[illegible]

7. *Don't Respond*

If you do not submit a response to this document, please do not submit a response to the form, which is attached to this document. This document is to be submitted to Derrin M. Hall, dhall@dback.com by **July 13, 2018**. Please ensure you have a PDF file before emailing your submission. *Don't Respond* or by not indicating above, we will treat it as a response.

To: Derrin M. Hall dhall@dbacks.com
From:

Respondent:

Contractor Name:

Contractor Telephone:

Contractor Email Address:

If you are responding to this, please state your intent to participate in the next to the category which you will be responding to:

ARIZONA AMONDBACMLSEB ALL PARK

**POTENTIAL EXISTING ENTERTAINMENT
COMMERCIAL & RESIDENTIAL
DEVELOPMENT**

**ARIZONA AMONDBACMLSEB ALL PARK
& POTENTIAL EXISTING ENTERTAINMENT
COMMERCIAL & RESIDENTIAL
DEVELOPMENT**

If you are not responding to this, please state your intent to participate in the next to the statement below:

We are not responding to this because it is confidential and
a social media matter with no public interest.
We do not intend to submit a response

If you are not responding to this, please state your reason:

7. Response Matrix / Questions

Please submit your questions in the Response Matrix. Please provide a brief description of the question, the expected results, and the expected time frame. Please provide a brief description of the question, the expected results, and the expected time frame. Please provide a brief description of the question, the expected results, and the expected time frame.

Save the page as a separate file in the Response Matrix.

To: Derr M. Hall @ backs . com
From:
Name:

Question(s):

7. ~~Responsible~~ maarny ~~certificati~~ o ~~on~~

AUGUST 31, 2018

S a v t e h p a s g o e n l a s s e p a r t d e f e i b l e e f e m a i l i n g .

The undersigned hereby certifies that the foregoing is a true and correct copy of the original document, with the exception of the signature of the undersigned, which is a copy of the original document. The undersigned hereby certifies that the foregoing is a true and correct copy of the original document, with the exception of the signature of the undersigned, which is a copy of the original document.

The Respondent's answers are false, untruthful, and perjurious, and the proposed trustee's response is unacceptable, and the IEPB provide the following response(s).

ResponSdiengnt a t u r e

Na me f o n t a (c p t / e p a r s i e n t)

Title



ARIZONA DIAMONDBACKS BASEBALL CLUB

